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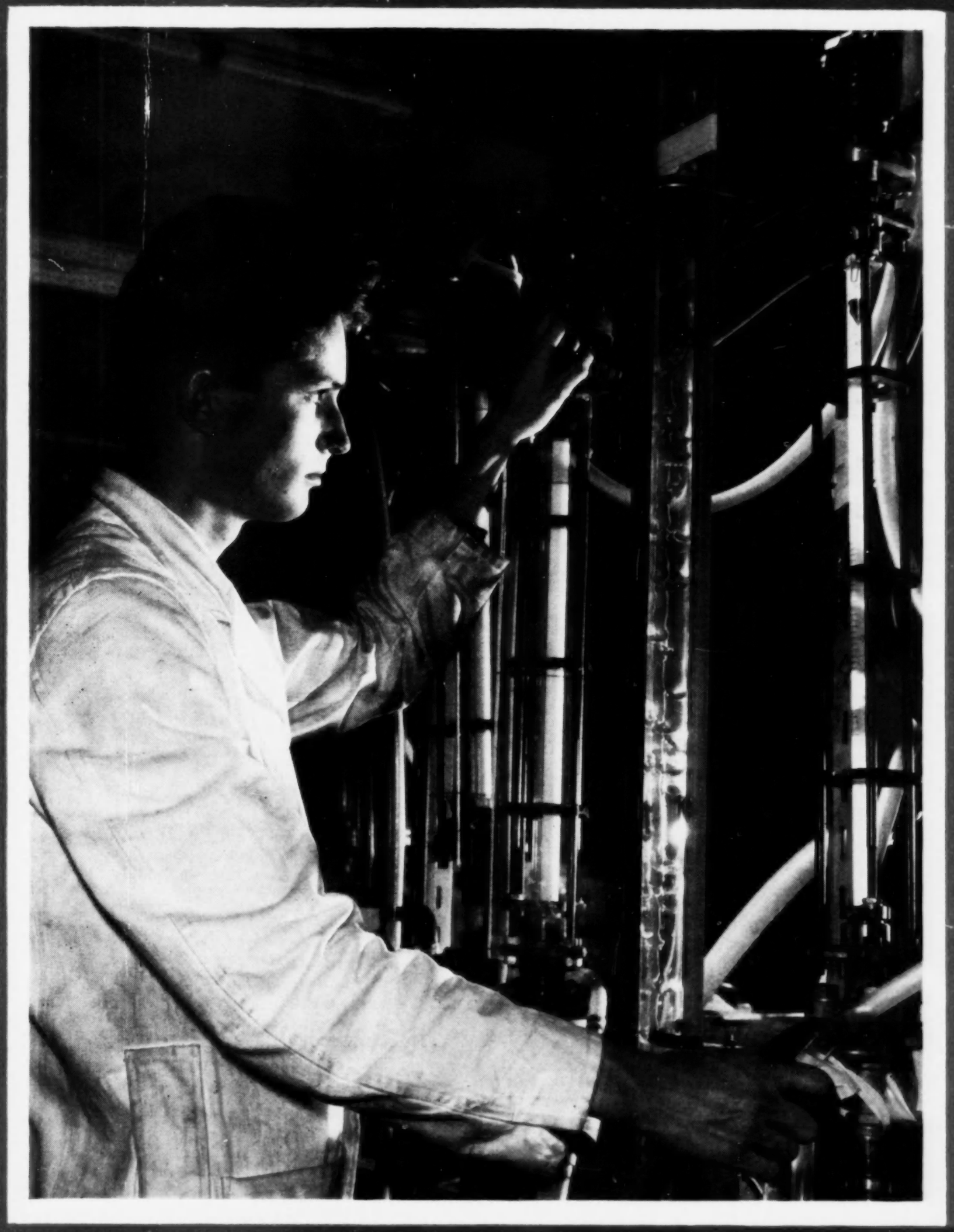

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Front cover photograph

This picture, taken during a press visit to the UKAEA Atomic Energy Establishment at Winfrith, Dorset in June, shows Scientific Assistant G. Dimmick engaged in studies of liquid flow down surfaces in connection with the Steam Generating Heavy Water reactor programme. The Reactor Development Division at Winfrith is specially concerned with the prediction and understanding of water heat transfer performance in reactors.

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HIGH SPEED GAS

The B I M —Britain's management nerve centre

By JOHN MARSH, Director, British Institute of Management

This is the fourth of several articles which will deal with the current and future activities of some of the industrial organizations which receive, or have received, grants from the Board of Trade since they were established in the immediate post-war years. The first article, on the work of the Council of Industrial Design, was published on May 14. The work of the British Productivity Council was described on June 11, and that of the British Standards Institution on June 25. The National Research Development Corporation will be covered subsequently. It is hoped that publication will stimulate industry in this country to make wider use of some of the services offered.

John Marsh, the author of this article (seated) and John Bolton, chairman of the British Institute of Management, addressing the recent conference of branch secretaries of the BIM.

THE BRITISH Institute of Management was created under the auspices of the Board of Trade in 1948, and is now the largest self-supporting national management association outside the United States of America. It has become the national clearing house for information on management policies, practices and techniques and in the vital and expanding field of management education. The Institute at first received a subvention from the Government and on a declining scale, but since 1960 it has been self-supporting. It must be said, however, that its range of 'public duties' is expanding at this time of change and modernization in Britain's economy. Most economic decisions and proposals by the Government call for greater quality of performance by management and managers. In this respect the Institute is involved, often urgently, with many of the daily concerns of the Board of Trade, the Department of Economic Affairs, the Department of Education and Science, the Ministry of Technology and the Ministry of Labour, all of which are increasingly dealing with matters which vitally affect management. In overseas relations many of the business interests of the Foreign Office and the Commonwealth Relations Office, as well as the aid programmes of the Ministry of Overseas Development, involve liaison and exchanges of information on a variety of management subjects.

A glance at the Annual Report shows that the income of the BIM (to be some £400,000 in 1965/6) comes mainly from the subscriptions paid by member companies (known as collective subscribers because not all of them are, in fact, companies) and by individual members. There are about 4,500 collective and 17,000 individual subscribers, the latter covered by a network of 50 branches all over the British Isles. Overseas branches have been merged into membership of local associations.

This network originated in the Institute of Industrial Administration, founded in the 1920s and merged with BIM about ten years ago. The BIM itself established in addition a Regional Council structure, which keeps it in contact with management in industrial centres in the South of England, the Midlands, the North-west, the North-east, Wales, Scotland and Northern Ireland.

By including Regional Council Chairmen in its central Council and with full-time regional managers, the Institute is able to keep in touch with the management priorities of industry all over Britain, an important factor in providing the services which company members require.

Most services of the Institute to its company members are provided by the Management Services Division, which conducts and publishes surveys of management practices, runs an information and advisory service dealing with 350-400 inquiries per month at peak periods, and controls the largest and busiest management library in Europe. This work is carried out by experienced men and women recruited from industry and commerce; their interests are divided between general management and the specialist functions of finance, production, marketing, personnel administration and research and development. In its newer capacity as a growing clearing house on international management, the BIM has recently inaugurated an arrangement with the National Industrial Conference Board of the United States whereby much practical research material is made available to British companies either on loan as members or for sale at privilege prices.

In January 1965 the Institute overhauled its Register of Management Consultants and now administers a Management Consulting Services Information Bureau (it is jointly sponsored by the FBI); this Bureau is proving to be of considerable value to companies in the United Kingdom, and as a source of reference to overseas industries who wish to buy British 'management know-how'. The Bureau currently has details of 150 management consulting firms in Britain (it is expanding soon to cover European firms as well), and serious inquiries leading to consulting assignments are already of the order of 1,000 per annum.

The Education Division of the Institute is giving service of considerable topical significance to industry and academic institutions conducting management studies. The Institute acts as a bridge between them and endeavours to keep in touch with each other's needs and plans. Late in 1964 the Institute set up a Management Education Information Unit. Thanks to the collaboration of academic, independent and commercial institutions providing management studies and facilities, this unit has details of over 500 centres offering management courses in the United Kingdom and a further 100 in Europe and North America. Every month the Institute thereby assists over 350 companies by helping them to select appropriate courses for the development of their individual managers. It also gives advice on management development schemes which are necessary within companies, on matters such as management succession, appraisal, job rotation and on-the-job training. Every two years the Institute publishes its *Conspectus of Management Courses*, which has a wide sale (the 1965 edition is just available, price 30s.).

(*Continued on next page*)

The Institute's honorary officers and staff sit on national committees dealing with management education, notably the United Kingdom Advisory Committee on Education for Management, the Business Studies Panel of the University Grants Committee, the Committee on the Diploma of Management Studies, the Education Committee of the FBI, the Council of the Foundation of Management Education and others. The Institute also keeps in close touch with the educational plans of other professional bodies in functional management.

In 1963/64 the Institute played a central part in the events leading to the setting up of the two British Business Schools in London and Manchester. It supplied the secretariat for the Franks and Normanbrook Reports which it published. Jointly with the FBI and the FME it then sponsored the successful appeal for £5 million raised from industry and commerce to promote management studies at university level. In partnership with academic institutions it is now actively concerned with problems such as the supply of qualified teachers and the promotion of appropriate research projects. The emergence of a real partnership between industry and the universities and colleges, forcibly stressed by Lord Franks in his report, is a central part of BIM's future education policy.

A regular educational activity of the Institute is the highly successful series of three one-week courses for middle managers held every summer at St. Catherine's College, Oxford. It is the only educational activity of a residential nature (apart from conferences) undertaken by the BIM, which, with the intention of freeing itself from over-commitment to formal systems of management education, has progressively reduced its examining function and will cease to hold its examinations after the last students have taken them in October 1966.

These modifications of the Institute's work have put it in the position of being able to take a more objective and forceful view of management education in general.

The International Division of the Institute is proving to be a most necessary link between British managers and their opposite numbers in many countries of the world. BIM has an active reciprocal relationship with sister institutions in many industrialized countries, notably in the United States, France, Germany, Holland, Austria, South Africa and Japan. It has strong links with management centres in a number of developing countries all over the world. More recently authorities concerned with management in Russia, Poland, Czechoslovakia and Yugoslavia have visited the Institute, and mutual relationships are developing.

In fact, it can be said that the international work of BIM is of direct and profitable interest to British management. Since 1963 BIM has established BIMSOC (BIM Secretariat for Overseas Countries); the money for this project is supplied by the Ministry of Overseas Development and represents the only public funds to go through the Institute's books, in this case entirely for the use of kindred organizations in developing countries.

Nevertheless, the main work of BIM internationally is to assist its member companies operating overseas to exchange inquiries on 'managing overseas' and in the 'management of exports'. BIM maintains contact with a growing number of international organizations dealing with management, including UNO, ILO, OECD and CIOS (Comité International de l'Organisation Scientifique). BIM arranges speakers and delegations for European and world-wide management congresses. It will be readily seen that this representational work is costly in effort, time and money.

The BIM HQ receives hundreds of overseas visitors individually or in teams each year who find developments in the British management scene of great interest.

The Institute, to accomplish as much as it is able to with limited resources (which are frequently fully stretched as a consequence of demands for satisfying but unremunerative public duties), strives to make its activity as 'visible' as possible, partly through inviting the Press to its conferences and meetings, partly through its own publications, *The Manager*, published monthly (and in terms of circulation Britain's second largest business monthly), *Management Abstracts*, a quarterly digest of the world's best management articles, and BIM *Notes*, a bulletin for member organizations which is issued six times a year. There is also an extensive list of books and booklets on specialist subjects and on general management topics, ranging from controversial matters like the shorter working week and overtime to network planning. BIM has recently published *Universities and the World of Business*, *The Making of Managers*, *Developing Leadership in New Countries*, *Management of Research and Development*, *Focus on Automation*, and *Running the Smaller Firm*.

In conclusion it could be said that the three major tasks for British management at the present time, and perhaps for a generation to come, are concerned with the need for higher returns on capital investment and marked increases in exports, and – what is, after all, the key to national and individual prosperity – higher productivity at all levels. Management must be able to take the initiative and shoulder the major responsibility in bringing about changes and even better results. Managements' actions are increasingly accountable to public opinion, and if there is critical comment of the relatively few that fail to meet expectations, those who succeed deserve greater recognition in the community at large, including encouragement to promote changes and receive realistic rewards. BIM is much concerned with the 'image' of management and managers – realizing, however, that manifest success is the most effective spokesman of all.

We in Britain may expect greater intensity of competitive enterprise, and as the complex techniques of systematic management multiply in ever larger groups of companies, there remains the wide range of smaller companies who also need help in keeping up-to-date. BIM is the repository of up-to-date managerial know-how which can be swiftly and clearly brought to the notice of busy executives.

At Management House we can say with all modesty that this is what we are endeavouring to do. BIM itself is undergoing change in its rôle, its organization and its services. We exist to give *service* to companies in all kinds of industries. We like to be able to say: 'If you have a managerial problem we may not know all the answers, but we can objectively, and reliably, put you in touch with other companies and other expert services to help you solve it.'

Recently we have had a striking growth in our company membership, including many of medium and small size, and our efforts are meeting with increasing recognition and support by British business circles. Britain's management movement is one of the best established in the world, its strength and resources are, for example, second to none in Europe: Britain's contemporary and continuing industrial revolution of overhaul and modernization for the 1970s and 1980s, led by the new Confederation of British Industries, finds BIM and its membership determined that management practices and techniques will be widely understood, applied and productive of results.

Rumanian claims

THE Foreign Office announce that the Agreement between the Governments of the United Kingdom and Rumania of November 10, 1960, provides in Article 10 that the Contracting Governments 'shall enter into negotiations in the course of the year 1966 for the settlement of all claims of the United Kingdom Government and of British Nationals and of all obligations of the Rumanian Government including those arising out of the nationalization of companies in Rumania, which are specifically excluded from or not covered by the present Agreement. During such negotiations any other claims of British Nationals against Rumanian Nationals may be examined.'

Any British National having a claim against the Rumanian Government or a Rumanian National not discharged or covered by the above Agreement is invited to apply not later than November 30, 1965, to the Under Secretary of State, Foreign Office, Whitehall, London, S.W.1, for the appropriate form on which to record details of such claim.

Holders of Sterling Bonds or anyone acting on their behalf should communicate with the Council of Foreign Bondholders at 17 Moorgate, London, E.C.2, giving the full title of the bond, the bond number and the nominal amount of the bond in each case.

'So Far, So Good: The Australex team look back - and forward'

By MARTIN J. MARSHALL, Principal British Trade Commissioner in New South Wales, and leader of the Australex team during their tour of the United Kingdom.

ANOTHER STAGE OF 'Operation Australex' has been completed: the stage of actual interviews with executives of firms interested in exporting to Australia.

During the past eight weeks over 800 United Kingdom firms have had personal interviews with a member of the six-man Australex team. In order to do this we have between us visited 31 towns* in Britain and Northern Ireland. Between us we have packed or unpacked our suitcases more than 300 times. We have addressed 20 public meetings. We have met the Press in cities all over the country and given 15 radio and television interviews.

The response to this intensive tour has been most encouraging. When firms were first invited to meet one of the team we expected 600 takers; in the event we had well over 900 (though not all turned up on the day) and it was necessary to extend the planned six weeks' tour to eight weeks (and even a few days more) in order to cope.

The organization of the interviews was undertaken by the Board of Trade Controllers in the Regions and in Scotland and by the Ministry of Commerce, Northern Ireland. The Australian British Trade Association, Chambers of Commerce and other organizations helped in some centres. The team of six was split into two groups of three, one covering the west side of the country and the other the eastern areas. Planning the journeys and arranging the interviews was a complex task particularly in the regions where the groups visited several cities. It was necessary to fix appointments with senior executives many weeks ahead. Careful phasing was required particularly in those places where the team was present for only one day.

Australex represents a new and different approach to Government export promotion. It followed a technique developed with the Amextour (covering the United States market) in 1963 and refined somewhat since then. It is being followed by Canextour later this year. The difference in this new technique should perhaps be spelt out, for it indicates a much more specialized service available from Commercial Officers overseas through the Board of Trade regional organization.

It may be described as a searchlight approach. United Kingdom exports to Australia are over £250 million p.a. and range over a great variety of products. It is beyond the wit of any Trade Commissioner to talk *in detail* over the entire spectrum of these exports. We therefore made a careful study of the Australian scene to select certain sections of industrial and commercial activity on which to concentrate. There were twelve sections† so selected; they could be roughly described as 'growth' markets. Within our 12 selected headings we could be reasonably confident when asking United Kingdom firms to look afresh or to tackle for the first time exporting their products to Australia. Reports were written on the 12 fields indicating, very briefly, the past story, the present position, future prospects and how United Kingdom industry might benefit. These reports (most were kept down to one page in the hope that top executives might have time to read them) were sent personally by Regional Controllers to firms known to be manufacturing products within the headings, and executives were invited to a discussion (at some later date) with one of the Australex team. Any firm accepting provided details of their previous and present sales in Australia, their agency arrangements and so on. This was essential information for it enabled Trade Commissioners in Australia to undertake investigation on the spot of the prospects for a given firm's specialized products. This investigation took place in February/March/April. These market reports with notes about the status of agents and selling arrangements were brought to the actual interview. The team member was therefore in a position to speak from current and, above all, specialized knowledge. There were few preliminaries: it was possible immediately to get down to brass tacks.

Most firms were impressed by this thorough preparation in the market beforehand. It certainly gave us confidence in discussing the particular problems of each firm. We knew of their competition in the market, we could give them our appraisal of their agent and of his selling arrangements and we could indicate opportunities of further outlets. We felt that the people we saw sensed that we knew a fair amount about their particular product and how it was selling in Australia. If they thought we knew what we were talking about they were probably more inclined to take heed of our advice. These meetings, which were always in confidence, were frequently very blunt and always down to earth.

Interviews were timed to last one hour. This was about right, although in some instances we would have liked more time. Our analysis shows that more than a third of the interviews were estimated by us to be 'Very Useful'. Nearly half were clasified as 'Useful' with the balance (130) as of 'Little Use'. In more than 300 cases some positive action has already resulted. In some instances this means that the Regional Office has arranged for agency enquiries to be made in Australia on behalf of particular firms. In other instances action has already been commenced by posts in Australia towards providing names of further outlets, of contact points in Government and other buying organizations, of exploring the possibility of licensed manufacturing in Australia and so on.

What the firms themselves thought

We had our own strict yardstick on the usefulness of interviews but far more important was what the firms themselves thought and what they might do as a result. Many have written in saying that they found the discussion rewarding. We have already seen the results of some action taken in Australia. It was evident too that the public meetings arranged by Chambers of Commerce and other associations were lively and, according to members, rewarding.

These open meetings were useful in revealing to us certain misapprehensions about trading with Australia. We were surprised to find so many firms thinking that the import licensing arrangements of the late 1950's to 1960 were still prevailing. We could quickly put them right, making it clear that Australia had virtually no import restrictions today. Many firms seemed to think that because of increased Australian sales to Japan, the latter was now swamping the Australian market with its products to the virtual exclusion of those from the United Kingdom. The United Kingdom remains positively the largest supplier of goods to Australia, selling more than three times as much as Japan. A third misapprehension was that American investors had virtually taken over Australia and this also was leading to the exclusion of worthwhile British products. We took pleasure in pointing out that since the war British investment in Australia had not only exceeded American investment, it has exceeded the investment of all other countries put together (including the United States).

Many firms seemed unaware of the tremendous strides in the Australian economy – of the extent to which it had industrialized over the last decade or so. Australian imports of manufactures of all kinds – mainly of goods which we make – have just about doubled in the last 10 years. They are now worth about £1,000 million p.a. This enabled us to point to new opportunities for

(*Continued on next page*)

*The towns visited were: Aberdeen, Belfast, Birmingham, Brighton, Bristol, Burnley, Cambridge, Cardiff, Colchester, Coventry, Dundee, Edinburgh, Glasgow, Halifax, Hull, Ipswich, Leeds, Leicester, Lincoln, Liverpool, London, Luton, Manchester, Newcastle, Northampton, Norwich, Nottingham, Reading, Sheffield, Slough, Wolverhampton.

†1 Machine tools, 2 Agricultural machinery, 3 Construction plant, 4 Food machinery, 5 Mining machinery, 6 Office and accounting machinery, 7 Printing machinery, 8 Textile machinery, 9 Scientific instruments, apparatus and materials, 10 Fashion clothing and footwear, 11 Fine foods, 12 Ships equipment.

SUPPLEMENT ON TRADING WITH AUSTRALIA

Copies of a recent Board of Trade Journal *illustrated supplement on 'Trading with Australia' can be obtained free of charge from the Board of Trade Library, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3038).*

Copies of the Export Service Bulletin supplement on types of goods with a good export potential in Australia can be obtained (price 2s.) from Export Services Branch, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433).

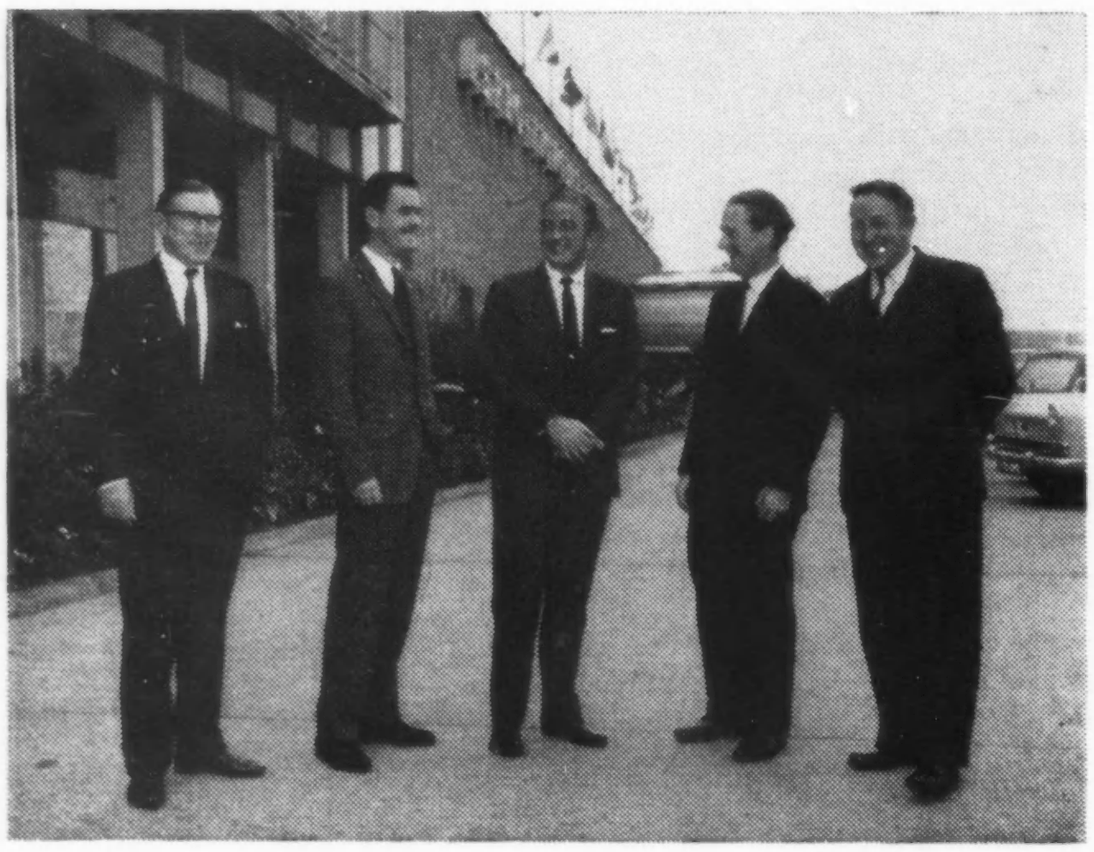
engineering and capital goods as well as producer goods required for its expanding manufactures. We found that some agency arrangements made years ago were no longer so appropriate in the developing and increasingly more specialized Australian economy. But above all, we felt that not nearly enough British firms had sent someone out to make a personal report on the scene. The cost of a business trip to Australia is high but real progress cannot be made by correspondence. Other countries are visiting Australia in increasing numbers and if we are to retain or to increase our share of the market it is essential that young business executives go out from Britain in increasing numbers – and make their presence known.

At meetings with the Press at the end of the tour we were frequently asked about our estimates of increased exports as a result of our efforts. There is no way of measuring this but certainly some sections seem more promising than others.

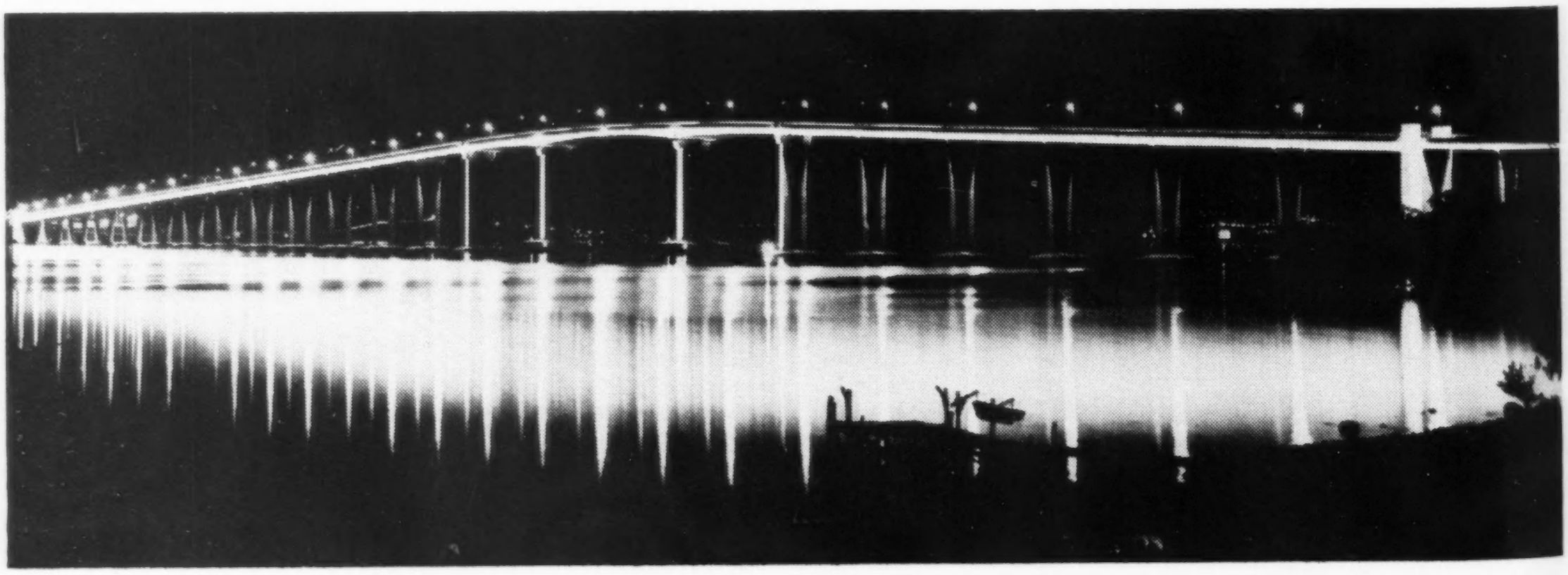
There is plenty of evidence that the thoroughness of the Australex exercise with its concentration on the particular products of each individual firm has led many companies to look afresh at their selling arrangements in Australia. Many firms are planning to send young executives on a market survey or to 'ginger up' their existing agents.

The final stages of 'Operation Australex' will be the follow-up action already begun in Australia as a result of this tour. The trade and other associations, with the Board of Trade, and the Committee for Exports to Australia and the like will be urging firms to convert into action the lessons learnt during the exercise. A number of missions to Australia have been announced and others are being planned. In suitable circumstances the British National Export Council can pay half the cost of missions.

The fact that we are currently selling £250 million plus of British goods to Australia every year is an excellent and successful base from which to go forward to even more profitable business.



The two Australex teams in action. Picture on the left shows one of the teams with Mr. R. Rigby (left), managing director of Nicholas Products Ltd., and Mr. M. A. Nicholas (centre), chairman of Aspro-Nicholas Ltd., during a visit to the Aspro-Nicholas factory at Slough, where a conference was held after the first week of the exercise. From left to right are: Mr. Rigby, Mr. Charles Bladen, Commercial Officer with the British Trade Commission, Perth; Mr. M. A. Nicholas, Mr. S. C. 'Tony' Stout, Principal British Trade Commissioner in Victoria and Tasmania; Mr. John Morley, formerly British Trade Commissioner in Sydney. Picture on the right shows the second team with members of the Bristol Chamber of Commerce. Councillor W. Jenkins (chairman, Bristol Planning Committee, second from left, is shown greeting Mr. M. J. Marshall, Principal British Trade Commission, Sydney. Others in the picture are (left to right): Mr. M. Weber, Regional Controller, Board of Trade; Mr. C. Holmes, Assistant British Trade Commissioner, Melbourne; Mr. N. E. Spencer, vice-president, Bristol Chamber of Commerce; Alderman Cyril Hebblethwaite and Mr. N. A. Pinch, British Trade Commissioner, Brisbane.



Atlas Alpha III Mercury Fluorescent Lanterns, manufactured by Thorn Electrical Industries Ltd., provide general illumination for the new Tasman Bridge in Hobart, Tasmania, Australia. The installation uses a total of 233 lanterns, 62 lighting units are used on the bridge, the remainder lighting the western and eastern approaches and the Tasmanian Highway.

Mr. Douglas Jay meets BNEC members

MR. DOUGLAS JAY, President of the Board of Trade, and Sir Richard Powell, Permanent Secretary, Board of Trade, were conducted around the British National Export Council's new offices at Northumberland Avenue, London, S.W.1, on July 5, by Sir William McFadzean, chairman of the Council. Several members of the Council were also present, including Mr. D. W. Pritchard, a deputy chairman of the BNEC, and Mr. A. R. Glen, chairman of the Export Council for Europe.

Mr. Jay and Sir Richard met the secretaries of all the Councils and area committees and members of the BNEC staff.

Exporting—a BMEF fact finding inquiry

ONE HUNDRED directors and senior executives in the British mechanical engineering industry met at the Cafe Royal, London, on June 30 for a whole day 'Fact finding inquiry on exporting', organized by the British Mechanical Engineering Federation with the support of the British National Export Council. Participants also included representatives from the Board of Trade, Department of Economic Affairs, National Economic Development Office and Federation of British Industries. Mr. Kenneth M. Leach, president of the BMEF, presided.

At the luncheon, the delegates were addressed by Sir William McFadzean, chairman of the British National Export Council. The proceedings were rounded off by reports from the discussion group chairmen and a final summing-up by Mr. P. W. Seligman, chairman of the BMEF Export Committee.

Leicester trade mission to United States

RECENTLY the British Ambassador to the United States, Sir Patrick Dean, speaking to the British-American Chamber of Commerce of the Midwest in Chicago predicted that a new bustling export drive would boost sales to the United States and help bridge the United Kingdom's trade gap.

The Leicester and County Chamber of Commerce Inc., of 3 Granby Street, Leicester, claims to be the first in the field in this connection and are sending a mission to New York, Chicago and Los Angeles next September. Arrangements are well in hand with the British-American Chambers of Commerce in these three places and the visit is welcomed because it is the first time a trade mission of this nature has visited these three cities. The composition of the delegation is representative of the products manufactured in Leicester.

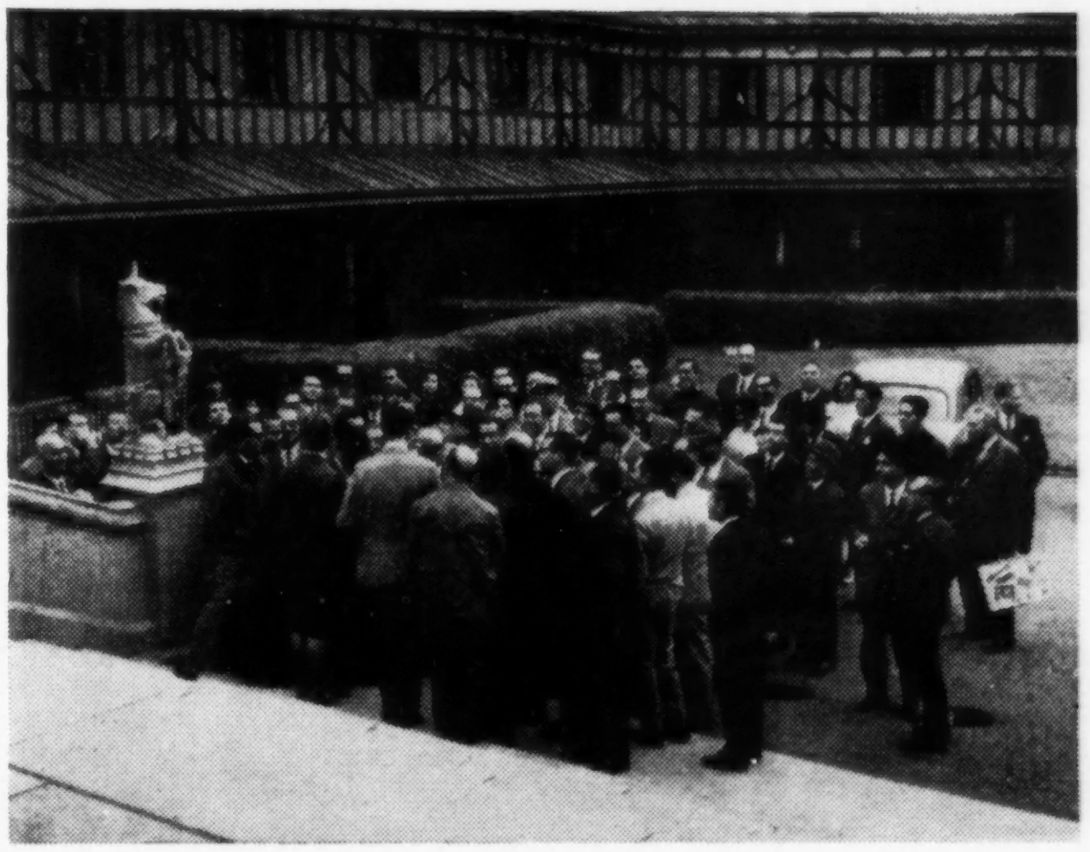
Need for international control of fishing

A WARNING that the oceans could become counterparts of man-made deserts on land unless the rate of exploitation of available marine stocks was internationally controlled, was given by Mr. H. L. Roy Matthews, chairman of the White Fish Authority when he presented their annual report at a press conference in London last week. He said that stocks in the North Atlantic had been hit hard by a tremendous growth of fishing effort primarily by Iron Curtain countries.

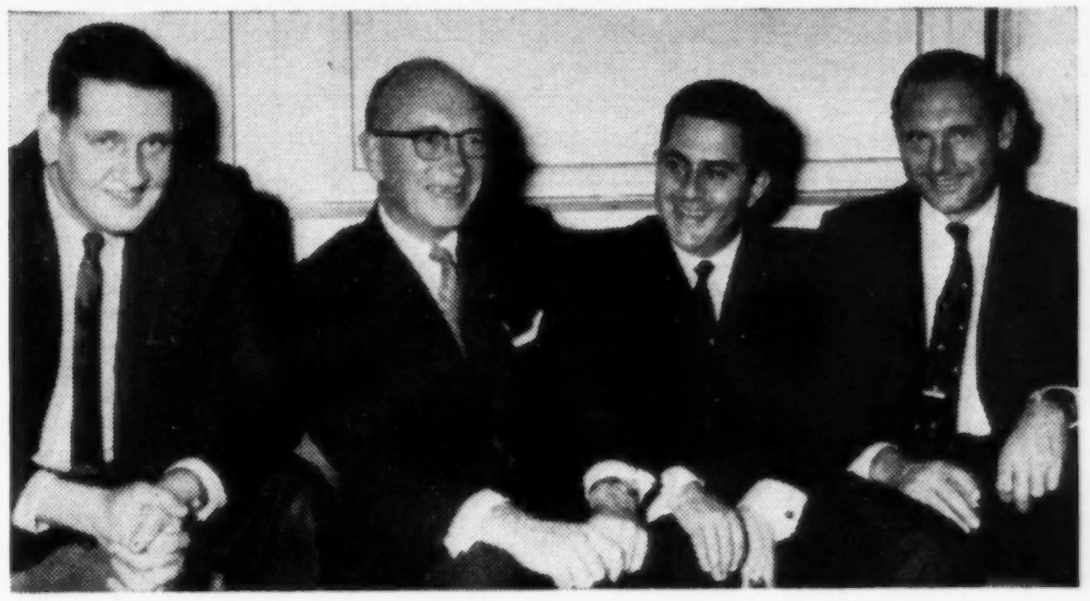
Besides depleting stocks too rapidly, this process also inflated costs since men and vessels had to make an ever greater effort to produce the same quantity of catch.

'This is a matter which cries out for sensible collaboration to ensure that maximum use is made of the natural resources of the seas, not only for a short period, but indefinitely,' said Mr. Matthews.

The report noted that in 1964 exports of white fish improved by 10 per cent over the previous year, and reached a level of nearly 29,000 tons. There were significant increases in exports of fresh fish and of fish preparations, but the main category of exports, frozen fish, showed a slight fall.



A hundred Portuguese bus, coach and truck operators – all users of AEC vehicles – visited the AEC vehicle factory at Southall, and the company's associate bodybuilding concern, Park Royal Vehicles Ltd., at the end of June. All the operators were shareholders of the largest manufacturing and importing group in Portugal, Uniao de Transportadores para Importacao e Comercio Lda., distributors of AEC vehicles in that country. The group was led by joint managing directors Dr. H. A. Quintela Paixao and Sr. M. M. Rodrigues Nina.



Mexico's Director of Industries, Lic. Luis Bravo Aguilera, has been inspecting Cummins Engine Co.'s new British diesel engine manufacturing plant which will supply engines for use in Mexican trucks. (Left to right) R. A. Sebastian, vice-president, and Reece Hatchitt, senior vice-president International Cummins Engine Co.; Lic. Luis Bravo Aguilera; John Archer of Cummins de Mexico pictured recently in London.

The gas industry's development plans

THE GAS COUNCIL has published a new brochure, 'The Growing Gas Industry', which gives details of the industry's forecasts and development plans to 1970, together with an outline of progress to date and a review of the present situation. The brochure states that plans to 1970 are now being based upon an expected expansion in annual demand of 7½ per cent, instead of 3/5 per cent envisaged in 1963 and of at least 10 per cent in peak load. As a result, the industry is faced over the next five years with considerable increases in capital expenditure and the limit of its borrowing powers (£650 million) laid down by Parliament in 1963, will be reached much sooner than expected. Taking into account new technological developments (e.g. new methods of gas manufacture, regular supplies of liquid natural gas into Britain and the possibilities of supplies of natural gas from beneath the North Sea), the industry is seeking to raise the limit of its borrowing powers to £1,200 milion.

'The Growing Gas Industry' is obtainable free from the Gas Council, 4-5 Grosvenor Place, London, S.W.1.

Minister's report on a visit to Scandinavia

'DURING the Whitsun Parliamentary recess I visited Norway, Sweden and Denmark, three of our important EFTA partners,' said Mr. E. C. Redhead, Minister of State (Overseas) in an address to the London Chamber of Commerce on June 29. 'My purpose primarily was to assess by personal talks and information potentialities for the expansion of British exports to these countries. This was an all-too-short visit of eight days, and in the time available I do not pretend to have gained more than some general impressions and to have gleaned some guidance from authoritative and helpful sources.

'Apart from the natural beauties, attractive character of the towns and cities, and the delightful amenities of all three countries – alone well worth the visit – my first general impression, which became a conviction long before I left, was that there is abundant goodwill for Great Britain among the peoples of Scandinavia. Of this I was made rapidly aware not merely by the ordinary exchanges and courtesies, but by the unmistakable warmth of the welcome accorded me and by the generous hospitality and friendly reception I received everywhere – and by the readiness of all I met to talk, and talk frankly, the real test of friendship.

'My second general impression was that of a steadily expanding economy, of rising standards of living for the whole people. Of course, each has its problems of varying character and degree, but the overall picture is that of dynamic growth and purpose and fruitful opportunities for an expanding British trade.

'Nevertheless, they are discriminating markets where second-best just will not do. Markets in which competition is keen and quality and reliability are of first importance. I am certain that relatively good as our export performance in Scandinavia has already been, aided by the undoubted benefits of our EFTA partnership, we can yet do better and in this area contribute significantly to our urgent national need to expand our export trade. In Scandinavia markets, like all others, thought here with greater prospects than in some, must be studied carefully and diligently. Their needs assessed, and even anticipated, with care and foresight.

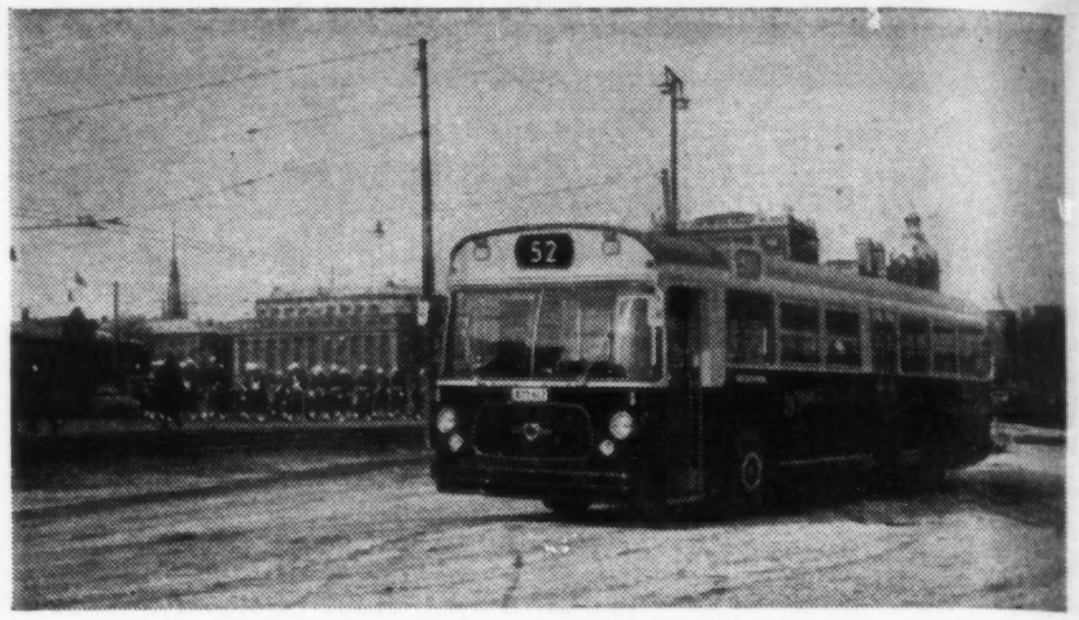
'My third general impression – and I hope you will accept it that it is right that I should pay this tribute – is that our Ambassadors and their commercial staffs are doing a magnificent job in each of these countries I found them all keen, knowledgeable, alert and vigilant to do everything possible to promote British trade. Eager and willing, indeed, to do even more if afforded the opportunity by British businessmen seeking their aid and advice in a timely and intelligent fashion. Happily in Scandinavia, Ambassadorial staffs are not unduly burdened by political and diplomatic problems, and can therefore concentrate to a greater extent on commercial affairs, and their response to this opportunity is both rewarding and praiseworthy.

'One more general impression I must allude to, although it is not my own but one I found disturbingly present in several quarters in all three countries. It is the impression that seems to be prevalent among Scandinavians that Britain is a strike-bound country constantly riven by industrial disputes. I spent quite a time and effort in seeking to remove this wholly erroneous and damaging impression. Although admitting that we do have our occasional problems, I found my Scandinavian hosts quite surprised when I informed them of the fact that we lost far less in man hours due to strikes than the majority of our industrial competitors – that, in fact, we were well down the list – and that the common cold costs several times more production than all the strikes, official and unofficial, put together.

Norway

'But let me turn from the general to the particular: Norway, the country I first visited, has been enjoying boom conditions since 1963. In 1964 her gross national product rose by over 6 per cent. She had a balance of payments problem, but the improvement in her trade position reduced this to £25 million in 1964, compared with £70 million in 1963. A four-year plan for future growth aims at a 20 per cent increase in the gross national product between 1966 and 1969.

'The United Kingdom visible trade with Norway is roughly in balance though her "invisible" earnings, principally from her traditional shipping activities as the world's leading marine freight carrier, usually leave Britain with a substantial annual deficit.



A £2½ million contract for 200 of these rear-engined single-deck Leyland Panther buses, one of which is seen here in service, has been signed by Leyland's Managing Director, Mr. D. G. Stokes, and Mr. H. von Heland, General Manager of Stockholm Tramways. The contract also calls for 40 rear-engined Leyland Atlantean double-deck buses.

'Although Britain is Norway's best customer, buying more from her than West Germany, France and Italy buy together, our share of her steadily rising total imports, though increased in actual terms from £72½ million in 1961 to £84½ million in 1964, has fallen from 16 per cent to under 15 per cent in the same period. West Germany is now her biggest supplier, taking nearly 16 per cent of the market. This is disappointing, for the progressive lowering of EFTA tariffs should be giving us greater advantage. The situation points to the need for more vigorous attention on the part of British industry to this market.

'An opportunity for this will be found in the British Trade Fair and Fortnight "Britain 66" to be held in Oslo next spring, which will provide good scope for our exporters to promote the sale, particularly of consumer durables. I found considerable interest being displayed in this forthcoming event, and I hope its opportunities will be fully seized.

'One matter on which we could be helped I took up by way of renewed representation to Norwegian Ministers and officials. Norway has a 30 per cent import duty on motor cars. Having no motor car industry of her own, she has declared this to be a revenue duty and therefore excluded from EFTA tariff cuts.

'This she is legally entitled to do, but it rankles in the minds of our motor car manufacturers, who feel, understandably enough, that in the spirit of EFTA policy for the liberalization of trade in industrial goods they were entitled to expect some advantage. Though I cannot say that I derived any satisfaction from the effort, I put the case as forcefully and persuasively as I could. At least, the point was registered again.

Sweden

'Sweden, to which I journeyed next, is a thriving, energetic country of enormous potentialities, enjoying a degree of prosperity that is verified by the fact that the average income per head of population is estimated at £700 per annum, compared with £446 in Britain. Boom conditions of last year may give way to less rapid expansion in the coming months, but continued growth is still confidently expected.

'United Kingdom-Swedish trade is in balance, and our share of the market is rising (from 14.1 per cent in 1961 to 15.1 per cent in 1964), although West Germany with 21 per cent is still ahead of us. Again, clearly we should do better. Here I found evidence that with rising standards of living there is scope for the export of more British consumer goods. A whole range of miscellaneous manufactured goods to meet new and growing personal consumer needs and demands if British firms will take the trouble to find out the tastes and probable developing trends of personal consumption.

'Though competition is keen, not only from other countries but from Sweden's own growing manufacturing industries (since 1953 industrial production has increased by 45 per cent, compared with 30 per cent in this country), this economic expansion creates other new and growing demands for engineering products, transport, equipment, petroleum and petroleum products, chemical and other goods, which I am certain can be met by Britain if prices are right.

'During my stay I visited the Trade Fair at Jonkoping which had a particular emphasis upon agricultural machinery, tractors,

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to disseminate information about European Free Trade Association activities and to deal with general inquiries and advise on sources of more detailed information. Inquirers interested in any aspect of EFTA who do not know where to begin seeking information are invited to contact the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

etc. The British contribution was generally good and impressive, and I was greatly heartened by one British representative who told me that he had taken the opportunity of having a good look at the products of his foreign competitors, and, as he expressed it, "I am satisfied we can beat them all in price and quality".

'His enthusiasm may have been a trifle too exuberant, but clearly he had found encouragement in the experience, and by using the opportunity in a way which other exhibitors could profitably follow. The presence of top representatives of British exhibitors at these fairs can often enlighten those with whom decisions lie as to how best they can approach the gap between acceptance of their products and a near miss. I found evidence of this at Jonkoping, particularly in respect of plant and machinery of new design.

Denmark

'Denmark, the final stage of my tour, is traditionally viewed as a country with an economy mainly in agriculture, but it should not be overlooked that the Danes are actively encouraging the development of industries, producing finished goods, and that such industries now contribute nearly twice as much to the gross national product as agriculture.

'Here again Britain's share of the market has of recent years been declining (from 18.3 per cent in 1951 to 17.1 per cent in 1964) and West Germany leads with 21.5 per cent. This despite the fact that we are by far the best customer for Denmark's products, taking about a quarter of all her exports. Considerable concessions have given the Danes a favoured position here, a fact to which I felt compelled to draw attention in expressing concern at the decline in Denmark's purchases of British coal (from 2½ million tons in 1955 to less than 700,000 tons last year) in favour of Polish and Soviet coal marketed at very low prices.

'The decline in our share of the Danish market is attributed to our supposed reputation for delays in delivery, shortcomings in after sales service and of the alleged indifference by British manufacturers to Danish tastes. Happily it would seem that the British Week held in Denmark last autumn, substantially assisted by that active and helpful organization, the British Import Union, whose members I had the privilege of addressing, did something to refute these beliefs, for there have been significant increases in recent months in our exports of goods featured during the Week – all kinds of clothing, leather goods, china and glass, and certain electrical domestic appliances. I am sure that this is indicative of increased opportunities.

'Apart from my primary purpose of seeking to promote British exports I took the opportunity of testing current Scandinavian thinking about the position of EFTA and its future. I found that although there is a residual degree of concern about the UK import surcharge imposed last October, which seems initially to have rocked the EFTA boat, that feeling has now been considerably mollified, largely because the reduction from 15 per cent to 10 per cent in April has been accepted as evidence of faith that this is but a temporary measure. In Sweden hardly anyone mentioned it to me of his own volition although in Denmark, strangely enough, for that country was the least affected of the three by the surcharge, only 13 per cent of Denmark's exports to Britain being within the area of the charge, the feelings of concern are still manifest.'

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent information is also provided in the Export Service Bulletin, *which is United Kingdom firms, are published each week in the* Board of Trade Journal *under the heading 'Information for Exporters'. Fuller published by the Export Service Branch of the Board of Trade.*

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EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

The following is an extract from a letter sent to the Chief Regional Officer, Central Office of Information, Manchester, by a firm in Darwen, Lancs:

'A recent item carried in the COI services concerned a treatment for floors. As a result of this, which received a world-wide release, we have received some 20 inquiries within a few weeks of the release from Kenya, Trinidad, New Zealand, and South Africa, asking for details and samples of the product. Some of these inquiries have come back to us through the British Trade Commissioners in the various countries and others direct. . . .

'Selling, in our contemporary age, is a science, and it should be accepted as such. Part of that science is publicity, and I do not feel there is any more effective means from the point of view of the small firm such as ours, than receiving support by publicity of a product through the British Information Services . . . .

COO-VAR Ltd., **W. R. Cook,** (*Director*)

NORTHERN: Mr. J. White Shand, O.B.E., Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).
EAST & WEST RIDINGS: Mr. T. J. Hunt, O.B.E., 42 Eastgate, Leeds, 2. (Leeds 31221/2/3 – Telex 55119).
NORTH MIDLAND: Mr. D. de M. Guilfoyle, Walton House, Granby Street, Nottingham. (Nottingham 46221 – Telex 37572).
EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58951 – Telex 81187).
LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).
SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122 – Telex 84126 – prefix 'for C.O.I.')
SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2 – Telex 44203).
MIDLAND: Mr. R. Dean, O.B.E., Windsor House, Temple Row, Birmingham, 2. (Central 7234/7 – Telex 33376).
NORTH WESTERN: Mr. H. V. Tillotson, Coronation House, 1 New Brown Street, Manchester, 4. (Blackfriars 2286 – Telex 66199).
SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501).
ULSTER OFFICE: Director of Information, Government Information Service, Stormont, Belfast. (Belfast 63011).
WELSH OFFICE: Mr. Idris Evans, M.V.O., Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

Annual General Meeting of the Berne Union

THE 22nd annual general meeting of the Union d'Assureurs des Crédits Internationaux (Berne Union) was held this year in Brussels, at the invitation of the Office National du Ducroire, from June 20 to 24 under the chairmanship of Mr. G. D. Cohen Tervaert, general manager of the Nederlandsche Credietverzekering Maatschappij NV Amsterdam.

Representatives of 24 export credit insurance organizations from 20 countries attended the meeting and the International Bank for Reconstruction and Development and the Inter-American Development Bank were represented by observers. The Swiss insurance company, La Fédérale, which for many years has operated export credit insurance against commercial risks, was elected to full membership of the Union.

The review of the results of operations during 1964 showed that the activity of members' organizations is continuing to increase. A substantial part of the discussions was devoted to a review of the economic situation and prospects of various importing countries. Special thought was given to the question of payment and transfer guarantees which may be requested from importers in certain countries. The members also exchanged views on certain technical and general problems of common interest, and agreed in particular to continue to resist attemps by authorities in certain countries to impose unreasonable credit terms for imports.

With regard to delays in transfer of funds from certain importing countries, members also agreed that buyers are not justified in delaying payment in local currency beyond the due date simply because of temporary non-availability of foreign exchange.

A party of four senior Soviet automobile engineers, headed by the chief engineer of the USSR Motor Research Institute, paid a 12-day visit from June 25 to July 6 to the United Kingdom to study vehicle and component test procedures, research and development techniques in the British motor industry. They are seen here, accompanied by Mr. R. Sutherland Pilch, director, Export Division Rootes Ltd. (extreme left) inspecting the Hillman Super Minx in the company's Devonshire House showrooms.

The meeting took note of the progress in the work of the OECD Group of Experts on Export Credits and Credit Guarantees with regard to international consultation at Governmental level for a more effective control of credit competition, a problem, the vital importance of which, has frequently been stressed by the Berne Union. The hope was expressed that these discussions would soon lead to a definite solution of the problem.

Mr. J. Aaroy of the Garanti-Instituttet for Eksportkreditt of Norway was elected as president, and Mr. A. Zipstein of the Israel Foreign Trade Risks Insurance Corporation Ltd., as vice-president of the Union for the coming year. The next annual general meeting of the Union will be held in Athens.

Standard envelopes in 1968

LETTERS which are not within the standard size range and are not more than two ounces in weight will, after July 1, 1968, be liable to a charge appropriate to the next weight step, announced Mr. Anthony Wedgwood Benn, the Postmaster-General, in Parliament on June 30. He said this would enable the Post Office to get the best results from its new postal machines.

'This will give manufacturers and users generally three years in which to adjust themselves to the new requirements and to run down stocks of non-standard envelopes,' he said. The new arrangements will apply to all inland letters and printed papers within the first weight step of the appropriate postage rate scale and posted in non-standard envelopes.

In accordance with international agreement, standard envelopes will be oblong in shape, of a width not less than $3\frac{1}{2}$ inches or more than $4\frac{3}{4}$ inches and of a length not less than $5\frac{1}{2}$ inches or more than $9\frac{1}{4}$ inches, and with the longer edge at least 1.414 times the shorter. All unenveloped folders, and other unenveloped matter except cards, and all items in envelopes with open cut-out address panels, which are within the first weight step of the appropriate postage rate scale, will be regarded as non-standard items.

At the same time the minimum size for postcard rate purposes, which is at present $2\frac{3}{4}$ inches by 4 inches, will be raised to $3\frac{1}{2}$ inches by $5\frac{1}{2}$ inches. The present maximum size of $4\frac{1}{8}$ inches by $5\frac{7}{8}$ inches will remain. Intermediate sizes must conform to the length/width relationship of not less than 1.414 referred to above. If these conditions are not fulfilled, the card will be treated as a letter, or as a printed paper if admissable at that rate, and as if it had been posted in an envelope of the same dimensions.

The Postmaster-General added, 'I am glad to say that with a view to facilitating the easy recognition of standard envelopes, manufacturers in this country – whose co-operation I gratefully

acknowledge – have agreed to consider a proposal to mark the wrappers of bundles of envelopes, or the boxes, with a symbol indicating that the contents are of GPO approved standard. This should be of help not only at home but also in the export field. I hope, too, that British exports of envelopes will be helped by the large scale rationalization of the home market produced by envelope standardization.

Royal Commission on trade unions and employers' associations fifth meeting

AT ITS fifth meeting on July 1 the Royal Commission on Trade Unions and Employers' Associations completed the work of drawing up a comprehensive survey of the problems it will be studying for the guidance of those who are preparing evidence. The survey is to be sent to trade unions, trade union federations and employers' organizations with an invitation to send in written evidence. The Commission has already made it clear that any person or organization who wishes may submit evidence, and those who intend to do so will be sent the survey on request.

The survey covers the wide range of problems which fall within the Commission's terms of reference and are divided into five main sections dealing with the role of trade unions and employers' associations in accelerating the social and economic advance of the nation, relations between managements and employees, the role of trade unions in promoting the interests of their members, the role of employers' associations in promoting the interests of their members and the law affecting the activities of trade unions and employers' associations.

As from July 5 the Commission's office will be at Lacon House, Theobald's Road, London, W.C.1.

Note: The Commission's terms of reference are: 'To consider relations between managements and employees and the role of trade unions and employers' associations in promoting the interests of their members and in accelerating the social and economic advance of the nation, with particular reference to the law affecting the activities of these bodies; and to report.'

The Commission has already issued an invitation to any person or body of persons wishing to submit evidence to it to send it in the first place in the form of a written memorandum. It hopes that so far as possible written evidence will be submitted by September 30.

The Commission has also specifically invited the Ministry of Labour, the Trades Union Congress and the British Employers' Confederation to submit evidence.

First UK-built drilling barge commissioned at Clydebank

THE SELF-ELEVATING drilling unit 'North Star', said to be the first of this type to be built in the United Kingdom, was commissioned on June 30 in the fitting-out basin of her builders, John Brown & Co. (Clydebank) Ltd. The 'North Star' has been built to the designs of the Offshore Co. of Houston, Texas, and will be operated by them in the North Sea on behalf of the Phillips Petroleum Co. and Petrofina S.A. of Belgium. This group of interests, which comprises Agip Petroleum Ltd., Century Power and Light Ltd., Plascom (1909) Ltd., Halkyn District United Mines Ltd. and Oil Exploration Ltd., has 17 'blocks' each of 100 square miles, in the North Sea.

The barge is scheduled to be delivered at the end of July 1965. The 'North Star' will be towed to the Gareloch for the addition of two sections to each leg and the final section of each leg will be added in deep water at the Tail of the Bank. Lifting trials will also be carried out in the Firth of Clyde.

New copyright order

THE Copyright (International Conventions) (Amendment) Order, 1965 (S.I. 1965 No. 1303) was made recently under the Copyright Act 1956 and takes account of the Cameroon Republic's adherence to the Berne Copyright Convention, Zambia's accession to the Universal Copyright Convention and Denmark's ratification of the Rome Convention for the protection of performers, record makers and broadcasting organizations.

Copies of the Order may be obtained from HM Stationery Office, Kingsway, London, W.C.2, and branches, price 3d. (by post 6d. from HM Stationery Office, Box 569).

Changes in export licensing control

THE BOARD OF TRADE announce certain changes in export licensing control. Effect is given to these changes in the Export of Goods (Control) Order 1965, which will come into force on August 2, 1965. In general the changes are in respect of goods controlled for security reasons and the Order incorporates the amendments to the list of goods subject to embargo for the Soviet bloc and China which were included in the revised list shown to the *Board of Trade Journal* on June 12, 1964.

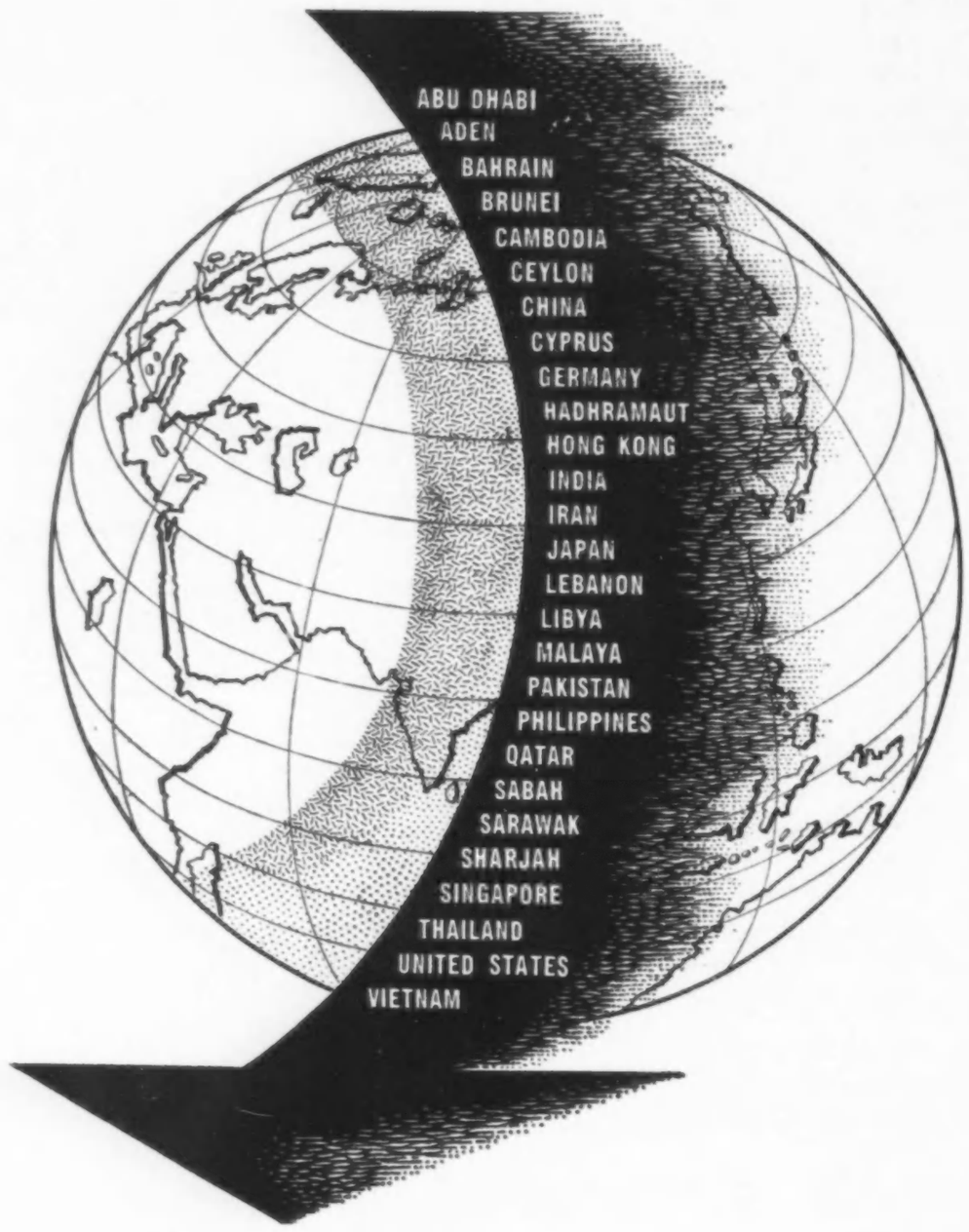
The main changes are:

1. Export control is removed from some positive ion sources, some types of electric generators, cobalt and cobalt alloys, nickel ores and concentrates and some nickel wire and wire mesh, ferro-titanium, plant for the production of titanium or zirconium metal, some types of pipe valves, cocks and pressure regulators, irrespective of destination.
2. The scope of export control is reduced in the case of electrolytic cells for the production of fluorine, communication transmission equipment, measuring, calibrating, counting and time interval measuring apparatus, radio transmitters and components, iron and steel, quartz, cables, machines and apparatus for the automatic or semi-automatic assembly of electronic valves, transistors and crystal diodes and presses.
3. Control is imposed on the export of electrical conductors designed for operation at ambient temperatures below −130° Centigrade, specially designed parts for environmental chambers, test equipment specially designed for controlled telemetering equipment, specified instruments for measuring the speed of sound in water, neutron generator tubes, power generating equipment for use with nuclear reactors, process control equipment for monitoring the processing of irradiated fissionable materials, streak cameras, certain types of triggered spark gaps, mercury fulminate, tetrazene and specified aluminium foil to all countries, and on the export of diazodinetrophenol, machinery for the working of some kinds of synthetic film, continuous yarns for making filament wound structures, some artificial graphite, specified plastics materials and specified polymeric products of butadiene to countries other than Commonwealth countries, the Irish Republic, the Republic of South Africa and the United States of America. The scope of export control is extended in the case of amplifiers, capacitors, compasses and gyroscopic apparatus and hydraulic fluids.
4. Control is extended to the export to all destinations of specified construction equipment (transferred from Group 7 to Group 1); guanidinium nitrate, hydrazine, certain hydrazine derivatives, and hydrogen peroxide (transferred from Group 4 to Group 1); some kinds of marine boilers (transferred from Group 6 to Group 1); cypher equipment; specified gyroscopes and accelerometers; some ground and marine radar equipment; communication, detection or tracking equipment and 'jamming' apparatus; specified amplifiers and oscillators, electronic measuring, testing or calibrating instruments, semi-conductor diodes, photo-cells, thermal detecting cells and image intensifiers; some kinds of valves and analogue computers; specialized electronic control equipment; specified oscilloscopes, photographic equipment, measuring equipment and pumps; electron beam vacuum furnaces and equipment.
5. The descriptions of goods to which export control applies have been amended in the case of training devices specially designed for military purposes, radiation monitoring equipment, communication, navigation, direction finding and radar equipment, specified electronic components, cypher equipment, electro-chemical semi-conductor and radio-active devices, cathode-ray oscilloscopes, electronic cathode-ray tubes, telegraph equipment, boron, tungsten, gas liquefying equipment, electron beam welding and machining equipment, equipment for the manufacture of semiconductor materials, electric furnaces, machines for the production of gears, pulse modulators, pumps and fluoro carbon compounds.

Copies of the Export of Goods (Control) Order 1965 (S.I. 1965 No. 1324 can be obtained from HM Stationery Office, Kingsway, London, W.C.2, and branches (price 3s. each, by post 3s. 6d. each) after 2.30 p.m. on July 9.

Note: A list of goods subject to embargo for the Soviet bloc and China was published in the *Board of Trade Journal* on June 12, 1964. It included a number of routine amendments which had been agreed with the countries which co-operate in these controls. The changes in export licensing control now announced include these amendments, and a widening of control in respect of certain strategic items to cover exports to all destinations.

The best way to these EXPORT MARKETS



is through THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 200 offices in twenty-seven territories, as shown above.

THE CHARTERED BANK
Head Office: *38 Bishopsgate, London, E.C.2.*
Manchester Office: *52 Mosley Street, Manchester, 2.*
Liverpool Office: *28 Derby House, Exchange Buildings, Liverpool, 2.*

THE EASTERN BANK LIMITED
Head Office: *2 & 3 Crosby Square, London, E.C.3.*

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA)
THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

The Birmingham Chamber of Commerce sent a sixteen-man Mission to the Middle East during May. This picture shows a discussion between members of the Mission and the Council of the Kuwait Chamber of Commerce. In the chair is Mr. Abdullah Al Ghanim, vice-president of the Kuwait Chamber of Commerce. On his left is Mr. Haytham Malluhi, Secretary of the Kuwait Chamber of Commerce, and next to him is Mr. Christopher Gandy, Economic Counsellor of the British Embassy, Kuwait. To the right of Mr. Abdullah Al Ghanim is Mr. N. A. Bagley, the leader of the Mission, followed by Mr. J. D. Bullivant, Mission Secretary; Mr. J. M. Wilson, Rabone, Petersen and Co., Ltd.; and Mr. H. L. Brecknell of Charles W. Brecknell Ltd.

Successful year for the Middle East Association

IN HIS STATEMENT presented to the annual general meeting of the Middle East Association, held at Bury House, London, S.W.1, on June 30, the chairman, Mr. Maurice Kewley, reported on expansion in both the membership and the activities of the association.

Membership of the association, which came into being just over three years ago, increased during the financial year to 161 companies, and in fact stands today at 165. The chairman, however, said that whilst this was a gratifying increase, the association would welcome some further expansion, particularly to cover the sections of British industry which are not already represented in the association.

During the year the association headquarters at Bury House had increasingly become the focal point for all aspects of trade with the Middle East. Over a thousand visitors from the Middle East were received at Bury House, including such distinguished guests as His Highness the Ruler of Bahrain; His Excellency the Minister of Commercial Affairs, Algeria; His Excellency the Afghan Minister of Planning; and His Excellency the chairman of the National Iranian Oil Company. Other guests included members of official and trade delegations from Iran, Afghanistan, Turkey, Libya, Saudi Arabia, Kuwait, Iraq and the Trucial States.

The chairman said that one of the main strengths of the association had always been its co-operative character which led to an increased interchange of ideas and to the development of business interests amongst the member companies themselves. Many more written and telephone inquiries have been dealt with, and an increasing number of individual and group meetings were arranged both to discuss possible co-operation amongst member companies and also to enable representatives of British manufacturers to meet overseas buyers.

The market in the Middle East, which is the concern of the association, is at present in the range of £1,000,000,000 per annum; this figure itself will appear modest in a few years' time, so great is the rate of expansion.

The chairman of the committee of management for the forthcoming year will be Mr. Keith Maidment of Associated British Hospital Equipment. A new vice-president is Sir William McFadzean, chairman of British Insulated Callender's Cables Ltd. Sir William McFadzean has also been chairman of the British National Export Council since its foundation.

Campaign to advertise Government services for exporters

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

The advertising campaign to publicise the Government's services for exporters has now been running for several weeks in the national and local Press and is being extended this month into the trade and technical Press.

A representative advertisement appeared on pages 1360 and 1361 of June 18 issue of the *Board of Trade Journal*.

The slogan of the campaign is 'Call Export Intelligence' and is mainly directed to management concerned with overseas trade. Telephone calls are invited for:

1. Guidance on individual export problems
2. Information on the most likely market(s) for product(s) overseas
3. Introductions to potential agents and buyers
4. Help with overseas business visits
5. Status reports on foreign firms
6. Information on Tariff and Import regulations
7. Details of overseas contracts out for tender
8. Help and advice on participating in Trade Fairs overseas
9. Assistance in finding licensees abroad
10. Information on how to market and advertise abroad
11. Investigation into product suitability for foreign tastes and customs
12. Help with overseas publicity (through Central Office of Information).

Special telephone lines and staff have been installed at the Board's Export Services Branch and regional offices to facilitate the handling of inquiries. The telephone numbers are given below:

HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578

Window display at Hillgate House, Ludgate Hill, E.C.4, for the Export Services Branch of the Board of Trade 'Call Export Intelligence'. Designed and produced by the Central Office of Information.

Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49203
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

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LONDON DIRECT TO THE USA

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Worldwide depend on TWA AIR CARGO

* StarStream CargoJet is a service mark owned exclusively by TWA.

German industrialists praise British machine tools

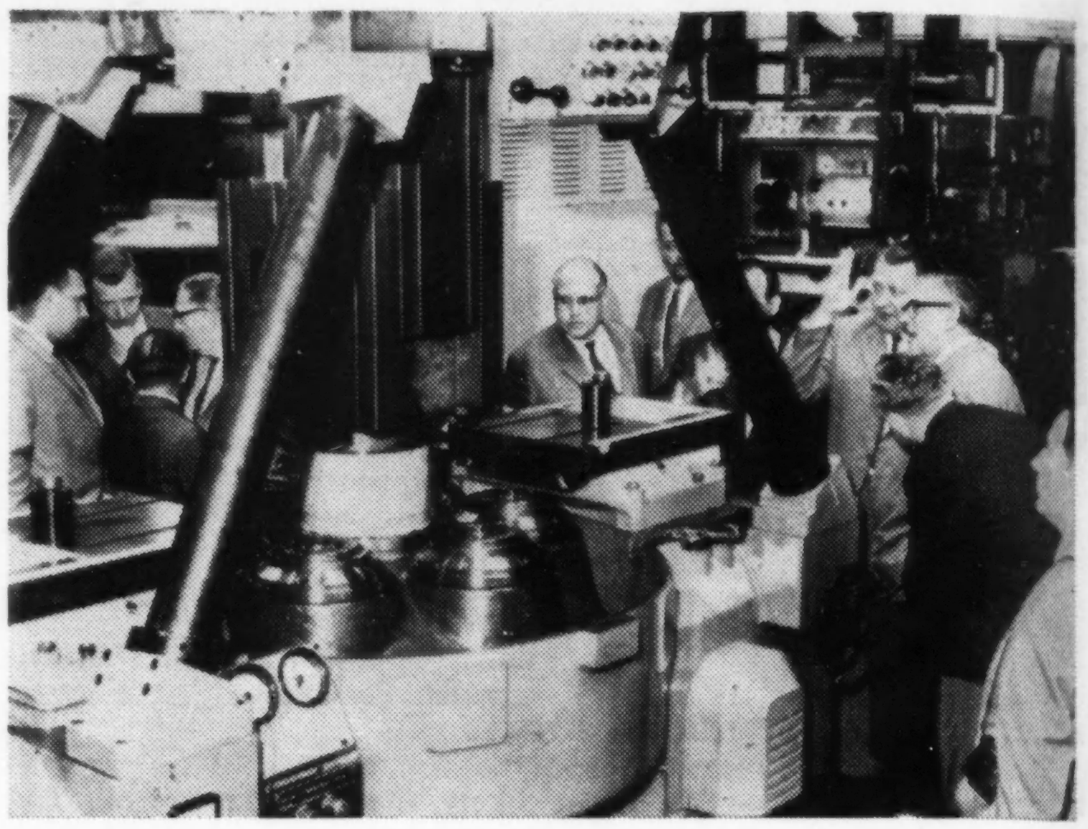
THIRTY-FIVE German industrialists last month visited the Bolton factory of Thomas Ryder & Son Limited, manufacturers of vertical chucking automatic machine tools to the European automotive industry.

The visit was arranged by the firm's agent in Germany to encourage increased exports. They already export nearly half of their production and orders worth close on £¼ million are in hand for Germany, the home of heavy machine tools. Because of their increasing overseas sales, they have expanded production by 40 per cent over the last five years.

During their visit the Germans said they were impressed by the advanced design and high output of Ryder automatic machines Mr. Ernest Slack, Sales Director of Ryder, stated after the visit that he would be going to Germany within the next two weeks and that the visit had established friendships on their own factory floor with important potential buyers.

The group also visited the Colchester Lathe Co. Ltd., which produces over 100 centre lathes a week and exports over 50 per cent to countries throughout the world and regularly invites parties of leading overseas industrialists to visit the factory to see for themselves the modern engineering techniques that go into the production of these high precision machines.

They saw the company's new flow-line assembly factory, an all-British designed and built system which has made Colchester the largest producers of precision centre lathes in the Western world.



Herr Walter Neumann (fourth from right), Thomas Ryder's German representative, describing to German industrialists a No. 8 Vertical auto during assembly. These machines carry out accurate, repetitive machining of mass-produced parts with very high sustained rates of output.

Many of these industrialists are already using Colchester lathes in their works as West Germany is an important export market for Colchester lathes. The visit was organized in conjunction with Colchester's German agents, Adolf Unverzagt of Stuttgart.

The group arriving at the Colchester Lathe Company's factory.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. " . . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*"—*The Times.*
Monthly **3s. 6d.** (by post 3s. 11d.). Annual subscription **£2 7s.** including postage.

Government publications can be purchased over the counter or by post from the Government Bookshops in London, Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller

HMSO

Industrial Estates Management Corporation for Scotland appointment

MR. DOUGLAS JAY, President of the Board of Trade, has appointed Mr. John Russell Lang, CBE, to be a member of the Industrial Estates Management Corporation for Scotland as from July 1. Mr. Russell Lang is chairman of G. & J. Weir Ltd., and of the Weir Housing Corporation. His appointment to the Management Corporation fills the vacancy caused by the retirement of Mr. J. C. Pinkerton.

Expansion by Fetterangus firm will bring 80 new jobs

THE 18,800 sq. ft. Board of Trade advance factory at Peterhead has been leased to Grays of Fetterangus. Within about three years the company expects to build up an additional work force of about 80 men on the manufacture of its range of agricultural machinery including rollers, rakes and loaders, and also an industrial loading unit. In the past six years exports have built up from almost nil to about 60 per cent of output, to markets which include Canada, United States, Germany, France, Denmark, Holland, Austria, Spain and Yugoslavia, and last week a two-way agreement was concluded with a New Zealand firm who will build under licence the Aberdeenshire firm's loaders. In return, Grays have a licence to build the New Zealand company's forage harvester.

The company employs about 60 people at its Fetterangus factory.

London company to open pilot factory near Dumbarton

A LONDON COMPANY is to open a 'pilot' factory at Renton, Dunbartonshire, which may lead to the creation of about 600 new jobs in the area. The company, F. S. Manufacturing (West End) Ltd., have already begun recruiting staff for the pilot project at Dalquhurn Works, Renton, where they will train and employ 80 and 100 girls on the manufacture of foundation garments. If sufficient suitable labour is found to be available the company will then proceed with plans for a large new factory on the Vale of Leven Industrial Estate where within three years they hope to build up a total workforce in the region of 600 girls and women.

The nucleus of the pilot labour force has already been engaged and production is scheduled to start at Dalquhurn Works on July 19.

400 more jobs at Cumbernauld factory

WITHIN THE next year Burroughs Britain expect to increase their workforce at their Cumbernauld (Scotland) factory by about 400, to cope with the manufacture of a number of machine parts at present produced in the United States, and to undertake production of the new high-speed, low-cost electronic accounting machine – the E1000 – which was announced recently.

Burroughs set up their first Scottish factory at Strathleven in 1946, followed by Cumbernauld in 1958. Mr. W. D. Dwyer, managing director of Burroughs Britain, said that in 1949 the firm employed 60 people. Today the Scottish labour force was about 4,500. Referring to the company's exports he said they supplied 127 countries from the Scottish factories, and sent overseas about 60,000 machines a year.

Govan company's expansion provides 130 new jobs

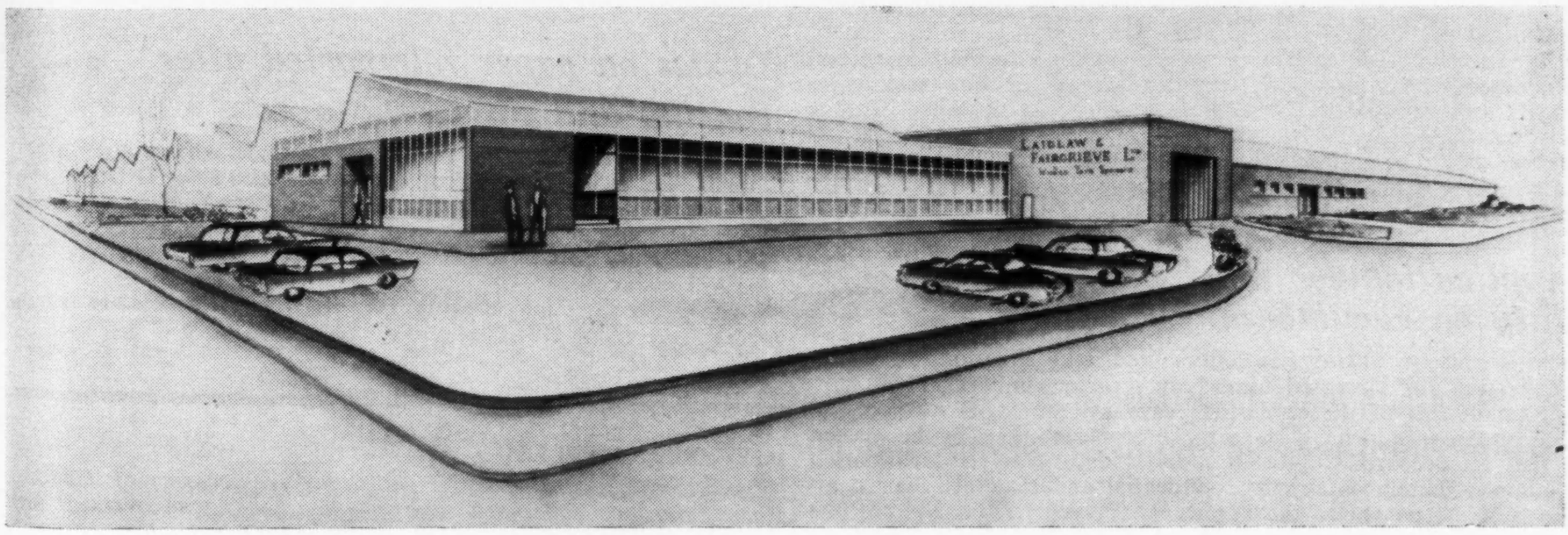
THE FIRST major project to be located at the new Bellshill Industrial Estate will give Scotland one of the most modern heavy-gauge chain-making plants in the world. To house it the Board of Trade is building a 40,000 sq. ft. factory with space for additional 100 per cent expansion. This is in addition to the 40,000 sq. ft. advance factory already scheduled for Bellshill, where site clearance work is now well advanced.

This is the result of a large-scale re-organization and expansion move by Wheway, Watson and McLean Ltd. of Walsall, Staffordshire, a holding company which controls the activities of several companies including Watson and McLean Ltd. of Govan and Coatbridge. An integral part of the company's plan for the future is that the major part of its manufacturing capacity should be sited in Scotland. The move to Bellshill will also provide additional jobs for about 130 (mainly men) within two to three years, over and above the 140 who will be transferred from the factories at Govan and Coatbridge. A further 50 men will be transferred to Hillington Industrial Estate where the company is establishing a test house for lifting tackle and chain slings. A training programme has already started to meet the extra labour requirements.

'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

A booklet, with a foreword by Mr. Douglas Jay, President of the Board of Trade, containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.

Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Reference 987 G.) Tel. City 5757, Ext. 245. (Telex 25977), or from any Board of Trade Regional Office.



An artist's impression of the new factory built at Dalkeith, Midlothian, for Laidlaw and Fairgrieve Ltd., of Galashiels, and due to be completed and in full production by the end of 1965. Costing £290,000, it covers 108,000 sq. ft. The firm are woollen yarn spinners handling two-ply Shetland and lambswool for both men's and ladies' trade.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 23.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.04	2-Methylpentane-2:4-diol	As in previous column .	November 3, 1965	6538
29.22	2 - Chloroethylammonium chloride.	2-Chloroethylamine hydrochloride.	December 31, 1965	6716
29.26	Nitroguanidine . .	As in previous column .	December 31, 1965	6720
29.31	*OO*-Diethyl 2-ethylthioethyl phosphorodithioate.	OO-Diethyl-S-2-ethylthioethyl phosphorodithioate.	December 31, 1965	5308

Note: Withdrawal of application:
Interested parties will wish to know that the application for temporary exemption from import duty of quinaldine (29.35) published on page 677 in the *Board of Trade Journal*, March 26, 1965, has been withdrawn.

Application for removal of duty on some citrus peels

THE BOARD OF TRADE give notice that they are considering an application for the removal of the import duty on sulphured and dehydrated or semi-dehydrated citrus peels.

Removal of the duty on these peels would involve the introduction of the following revised sub-headings and duties under tariff heading 08.13:

(A) Fresh . . . . . 10 per cent
(B) Other:
(1) Citrus fruit peel not frozen . Free
(2) Other . . . . . 15 per cent

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, 1-19 Victoria Street, London, S.W.1, not later than July 23, 1965.

Application for increased import duty on cucumbers

THE BOARD OF TRADE give notice that they are considering an application for increased import duty on cucumbers.

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, 1-19 Victoria Street, London, S.W.1, not later than July 23, 1965.

The Import Duties (Temporary Exemptions) (No. 4) Order, 1965

THE TREASURY have made the Import Duties (Temporary Exemptions) (No. 4) Order, 1965.

This Order provides that the goods listed in Schedule 1 shall be temporarily exempted from import duty, and those listed in Schedule 2 shall continue to be exempted from import duty, until December 31, 1965, unless a shorter period is indicated against any item.

The Order came into operation on July 7, 1965, and has been published as Statutory Instruments 1965, No. 1331.

The Import Duty Drawbacks (No. 5) Order, 1965

THE TREASURY have made the Import Duty Drawbacks (No. 5) Order 1965.

This Order:

(i) provides for the allowance of drawback of import duty on
(a) the exportation of imported polychlorobutadiene impellers and shaft seals for certain pumps;
(b) certain imported loudspeaker cones and spiders when exported incorporated in loudspeakers; and
(c) imported woven textile fabrics used in the manufacture of furniture for export;
(ii) amends the definition of the imported goods in the present drawback provision for certain imported creped paper used in the manufacture of specified adhesive tape for export and removes the present time limit for exportation;
(iii) amends the present drawback provision in respect of goods manufactured from certain imported dried white beans to include kidney in the substances that may be present on the exportation of beans canned in tomato sauce; and
(iv) increases the rates of drawback of import duty for fresh bitter oranges used in the manufacture of specified orange marmalade or of certain prepared oranges for export.

The Order came into operation on July 7, 1965, and has been published as Statutory Instruments 1965, No. 1328. Copies are obtainable direct from HM Stationery Office.

The Import Duties (General) (No. 6) Order, 1965 (SI A65/1329)

THE TREASURY have made the Import Duties (General) (No. 6) Order, 1965, which removes the import duty on bees, on certain rustic-faced granite tiles and on certain used oak casks and barrels and staves and heads thereof.

This Order came into operation on July 7, 1965, and has been published as Statutory Instruments 1965, No. 1329. Copies are obtainable direct from HM Stationery Office.

Duties on paper reimported after coating and embossing abroad

THE TREASURY on July 2 published an Order under the Import Duties Act, 1958, (The Import Duties (Process) (No. 1) Order 1965 S.I. 1330) which provides that certain paper sent abroad for a process of coating and embossing shall, on its return, be chargeable with duty only in respect of the increased value resulting from the processing.

The Order came into effect on July 7, 1965, and copies are obtainable direct from HM Stationery Office.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during June in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Additions:

Consolidated Credits and Discounts Ltd., 13 Harley Street, London, W.1.

H. Hentz & Co. Ltd., 33 King Street, London, E.C.2.

Exempted Dealers

Additions:

County Bank Ltd., 17 Spring Gardens, Manchester, 2.

Changes of Address:

Birmingham Industrial Trust Ltd., Edmund House, 12-22 Newhall Street, Birmingham, 3.

Leopold Joseph & Sons Ltd., Garrard House, 31-45 Gresham Street, London, E.C.2.

Change of Name:

Northern African Mining & Finance Ltd. has now changed its name to African Finance Corporation Ltd.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	May 27, 1965	
747,101	Philco Corporation	Cathode ray tube systems.
771,276	Philco Corporation	Electrical apparatus.
835,025	Philco Corporation	Cathode ray tube apparatus.
839,986	Philco Corporation	Cathode ray tube apparatus.
860,872	Philco Corporation	Selective deposition a substrate.
867,281	Philco Corporation	Deflection systems for cathode ray tubes.
869,932	Philco Corporation	Cathode ray tube apparatus.
884,978	Tang Wing Chuen	Hand torches.
918,460	Philco Corporation	Mechanisms.
970,519	Compagnie Generale d'Electricite	Armouring for submarine cable for Great depths.
	June 1, 1965	
798,080	Simile Fabrik Feiner Schleiffprodukte	Imitation gems of glass and plastics, etc.
844,003	Regie Nationale des Usines Renault	Disc brakes.
881,928	M.V. Mecannica Verghera, SpA.	Training helicopter pilots.
885,162	Contina Burcau & Rechenmaschinen-Fabrik, A. G.	Calculating machine.
954,692	Regie Nationale des Usines Renault.	Conveyors.
	June 2, 1965	
796,880	Regie Nationale des Usines Renault.	Loud compensating devices for resilient suspensions.
810,062	Nahmias, M. E.	Smoke detecting devices.
951,605	Dunlop Rubber Co., Ltd.	Wheels for pneumatic tyres.
971,369	Boschung, M.	Ground compressing machine with rotary type vibrator.
	June 3, 1965	
836,486	Biddulph Industries Ltd., and others	Stacking of chairs.
836,487	Biddulph Industries Ltd., and others	Stacking of chairs.
836,488	Biddulph Industries Ltd., and others	Stacking of chairs.
865,613	Regie Nationale des Usines Renault.	Gearbox synchromeshing devices.
918,083	Regie Nationale des Usines Renault.	Shock absorber of vehicles.
918,056	Fermco Laboratories Inc.	Heat stabilized enzyme preparations.
964,955	Valve Corporation of America	Aerosol metering valve constructioo.
	June 8, 1965	
887,154	Ingersoll-Rand Co.	Fluid engine of the intermeshing rotor type.
975,504	Gevaert Photo Producten N.V.	New sensitizing dyes and photographic emulsion.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement of Patents Form No. 45 within two months after the date of the endorsement

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The Register of Restrictive Trading Agreements (Restrictive Trade Practices Act, 1956)

Additions and Amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the register between April 1 and June 30, 1965, is given below; the amendments are shown in italics.

'D' and 'F' Agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at June 30, 1965, particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 56) on January 8, 1965.

Agreements referred to the Restrictive Practices Court

The undermentioned list, headed 'Agreements referred to the Restrictive Practices Court', gives details of additional agreements in respect of which Notices of Reference have been issued, thus constituting formal commencement of proceedings before the Restrictive Practices Court, as explained in the introductory paragraph to the lists published in the *Board of Trade Journal* (page 56) on January 8, 1965. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2.

Inspection of the Register

The register may be inspected at a fee of 1s. per day between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2; 9 Hope Street, Edinburgh 2; Chichester House, 64 Chichester Street, Belfast.

The indexes to the register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

Additions and Amendments to the Register

Registered No. of Agreement	Commodity
	A
226	Aerial ropeway and cableway equipment, *add D.6/65.*
2458	Alcoholic beverages, *add F.3/65.*
1113	Alloy steel billets and slabs, *add F.1/65.*
1112	Alloy steel black bars, *add F.1/65.*
1111	Alloy steel bright bars, *add F.5/65.*
	B
2918	Bacon pigs, *E.4/61.*
2959	Bacon pigs, *E.4/65.*
1097	Basic pig iron, *add F.3/65.*
1024	Basic slag, C7/64, *delete E.9/64.*
2865	Basic slag, *add C.7/64.*
45	Beer, Northumberland and Durham, *add F.4/65.*
2868	Beer, spirits, Hastings and district, *add F.4/65.*
2861	Beers, spirits, Tiverton, Cullompton and district, *add F.4/65.*
2891	Beers, fruit juices, mineral waters, *add F.11/64.*
2883	Beers and stouts, Chertsey and district, *F.5/65.*
2897	Beers and stouts, spirits.
2896	Beers, wines and spirits, *add F.3/65.*
1836	Black bolts and nuts, rivets under ½ in. diameter *add D.4/65.*
2854	Boats, F.11/64, *add C.12/64.*
996	Brake cable and fine steel strand, *add F.5/65.*
349	Builders brassfoundry; extruded barrel bolts, brass; gas fittings, brass; horticultural brass foundry; metal display equipment; reproduction and furnishing brassware; water and steam fittings, *add F.3/65.*
1293	Building materials, Scotland, F.6/64, *add C.5/65.*
108	Building materials and equipment, *add F.4/65.*
	C
1131	Carbon steel billets, blooms and slabs, *add F.12/64.*
1100	Cold rolled steel strip, F.12/64, *add C.4/65.*
2938	Cork tiling, linoleum and similar products, P.V.C. based materials, rubber flooring, thermoplastic tiles, timber flooring, *add F.4/65.*
	D
2318	Dinkum diggers, dinkum digger major trench excavator, Whitlock power shovel, *add D.3/65.*
2319	Dinkum diggers, dinkum digger major trench excavator, Whitlock power shovel, *add D.3/65.*
2320	Dinkum diggers, dinkum digger major trench excavator, Whitlock power shovel, *add D.3/65*
	E
727	Electrical plant and goods, C.4/58, C.3/61, *add C.3/65.*
689	Electrical switchgear, D.3/65, *add C.3/65.*
2933	Engineers' tools, *add F.3/65.*
	F
2968	Footwear, *add F.4/65.*
2626	Fruit and produce, Liverpool and district, *add D.1/65.*
651	Furnishing fabrics, *add F.4/65.*
	G
2967	Garage equipment, motor accessories and components and rubber tyres.
762	Gas coke, North England, *add D.5/65.*
2857	Gin, whisky.
2887	Groceries and provisions, wines and spirits, utensils (Hotel and restaurant), *add D.1/65, add C.3/65.*
2119	Grocery, provisions, milk, Ilford, D.8/63, *add C.1/65.*
976	Ground flat stock material, *delete Sheffield, add F.6/65.*
	H
650	Hard coke, F.11/64, *add C.3/65*
864	Hardened and tempered steel strip, *add F.2/65, add C.3/65.*
994	Heavy steel coil springs, *add F.4/65.*
1094	Hematite pig iron, F.12/64, *add C.4/65.*
	I
2860	Intoxicating spirits, Maidstone and Mid Kent, *add F.5/65.*
2801	Iron and steel forgings, F.1/65, *add C.3/65.*
2802	Iron and steel forgings, F.1/65, *add C.3/65.*
2803	Iron and steel forgings, F.1/65, *add C.3/65.*
282	Iron castings, *add F.4/65.*
	L
1104	Light rails, steel benk bars, steel colliery arches, steel pit props, *add F.2/65.*
2574	Liquid milk, Essex, D.5/63, *add C.4/65.*
	M
2941	Mandarin oranges (canned), *E.11/64.*
2969	Mandarin oranges (canned), *E.11/65.*
290	Mild steel rivets, *add F.4/65.*
1837	Mild steel rivets under ½ in. diameter, non-ferrous rivets under ½ in. diameter, *add D.4/65.*
2198	Milk, D.10/63, *add C.1/65.*
2864	Milk, Brixham, Devon, *add D.4/65.*
2919	Milk, Devizes and district, *add D.4/65.*
2920	Milk, Lowestoft, *add D.3/65.*
1152	Motor fuel, Willenhall, Staffs, *add D.4/65.*
	N
1123	Non alloy steel wire rods, *add F.12/64.*
	P
2658	Poultry, *add F.2/65.*
	R
1125	Railway tyres and axles, *add F.4/65.*
280	Rivets and washers, *add F.4/65.*
607	Rivets, iron and steel; rivets, non-ferrous, *add F.4/65.*
1109	Rolled and forged products of stainless and heat resisting steels, *add F.3/65.*
1101	Rolled and rerolled steel products, F.12/64, *add C.4/65.*
1128	Rolled steel rings, *add F.4/65.*
	S
995	Scaffold lashings, *add F.5/65.*
1303	Scaffold lashings, *add D.3/65.*
2970	Self-adhesive cellulose tapes, D.12/60.
1265	Serviette paper, *add D.12/64.*
1130	Shell steel, *add D.4/65.*
1126	Solid wheels and disc wheel centres, *add F.4/65.*
306	Split cotter pins, *add F.4/65.*
2908	Spirits.
2911	Spirits, F.12/64.
2928	Spirits, F.10/64.
2875	Spirits, Medway town's and district, *add F.5/65.*
1129	Steel for tube making, *add F.12/64.*
1108	Steels, *add D.5/65.*
2719	Sunday newspapers, *add D.4/65.*
2816	Surgical footwear and appliances, F.7/63, *add C.3/65.*
	W
380	Wrought iron, *add F.4/65.*

Registered No. of Agreement	Commodity	Area	D or F	Date
45	Beer	Northumberland and Durham	F	April 1965
108	Building materials and equipment	—	F	April 1965
226	Aerial ropeway and cableway equipment	—	D	June 1965
280	Rivets and washers	—	F	April 1965
282	Iron castings	—	F	April1965
290	Mild steel rivets	—	F	April 1965
306	Split cotter pins	—	F	April 1965
349	Builders brassfoundry; extruded barrel bolts, brass; gas fittings, brass; horticultural brassfoundry; metal display equipment; reproduction and furnishing brassware; water and steam fittings	—	F	Mar. 1965
380	Wrought iron	—	F	April 1965
607	Rivets, iron and steel – rivets, non-ferrous	—	F	April 1965
651	Furnishing fabrics	—	F	April 1965
762	Gas coke	North England	D	May 1965
864	Hardened and tempered steel strip	—	F	Feb. 1965
976	Ground flat stock material	—	F	June 1965
994	Heavy steel coil springs	—	F	April 1965
995	Scaffold lashings	—	F	May 1965
996	Brake cable and fine steel strand	—	F	May 1965
1097	Basic pig iron	—	F	Mar. 1965
1104	Light rails, steel benk bars, steel colliery arches, steel pit props	—	F	Feb. 1965
1108	Steels	—	D	May 1965
1109	Rolled and forged products of stainless and heat resisting steels	—	F	Mar. 1965
1111	Alloy steel bright bars	—	F	May 1965
1112	Alloy steel black bars	—	F	Jan. 1965
1113	Alloy steel billets and slabs	—	F	Jan. 1965
1123	Non-alloy steel wire rods	—	F	Dec. 1964
1125	Railway tyres and axles	—	F	April 1965
1126	Solid wheels and disc wheel centres	—	F	April 1965
1128	Rolled steel rings	—	F	April 1965
1129	Steel for tube making	—	F	Dec. 1964
1130	Shell steel	—	D	April 1965
1131	Carbon steel billets, blooms and slabs	—	F	Dec. 1964
1152	Motor fuel	Willenhall, Staffs.	D	April 1965
1265	Serviette paper	—	D	Dec. 1964
1303	Scaffold lashings	—	D	Mar. 1965
1836	Black bolts and nuts, rivets ¼ in. diameter	—	D	April 1965
1837	Mild steel rivets under ¼ in. diameter, non-ferrous rivets under ¼ in. diameter	—	D	April 1965
2318	Dinkum diggers, dinkum digger major trench excavator, Whitlock power shovel	—	D	Mar. 1965
2319	Dinkum diggers, dinkum digger major trench excavator, Whitlock power shovel	—	D	Mar. 1965
2320	Dinkum digger, dinkum digger major trench excavator, Whitlock power shovel	—	D	Mar. 1965
2458	Alcoholic beverages	—	F	Mar. 1965
2626	Fruit and produce	Liverpool and district	D	Jan. 1965
2658	Poultry	—	F	Feb. 1965
2719	Sunday newspapers	—	D	April 1965
2860	Intoxicating spirits	Maidstone and Mid Kent	F	May 1965
2861	Beers, spirits	Tiverton, Cullompton and district	F	April 1965
2864	Milk	Brixham, Devon	D	April 1965
2868	Beer, spirits	Hastings and district	F	April 1965
2875	Spirits	Medway towns and district	F	May 1965
2883	Beers and stouts	Chertsey and district	F	May 1965
2887	Groceries and provisions, wines and spirits, utensils (hotel resturant)	—	D	Jan. 1965
2891	Beers, fruit juices, mineral waters	—	F	Nov. 1964
2896	Beers, wines and spirits	—	F	Mar. 1965
2911	Spirits	—	F	Dec. 1964
2919	Milk	Devizes and district	D	April 1965
2920	Milk	Lowestoft	D	Mar. 1965
2928	Spirits	—	F	Oct. 1964
2933	Engineers' tools	—	F	Mar. 1965
2938	Cork tiling, linoleum and similar products	—		
	P.V.C. based materials, rubber flooring, thermoplastic tiles, timber flooring	—	F	April 1965
2968	Footwear	—	F	April 1965
2970	Self-adhesive cellulose tapes	—	D	Dec. 1960

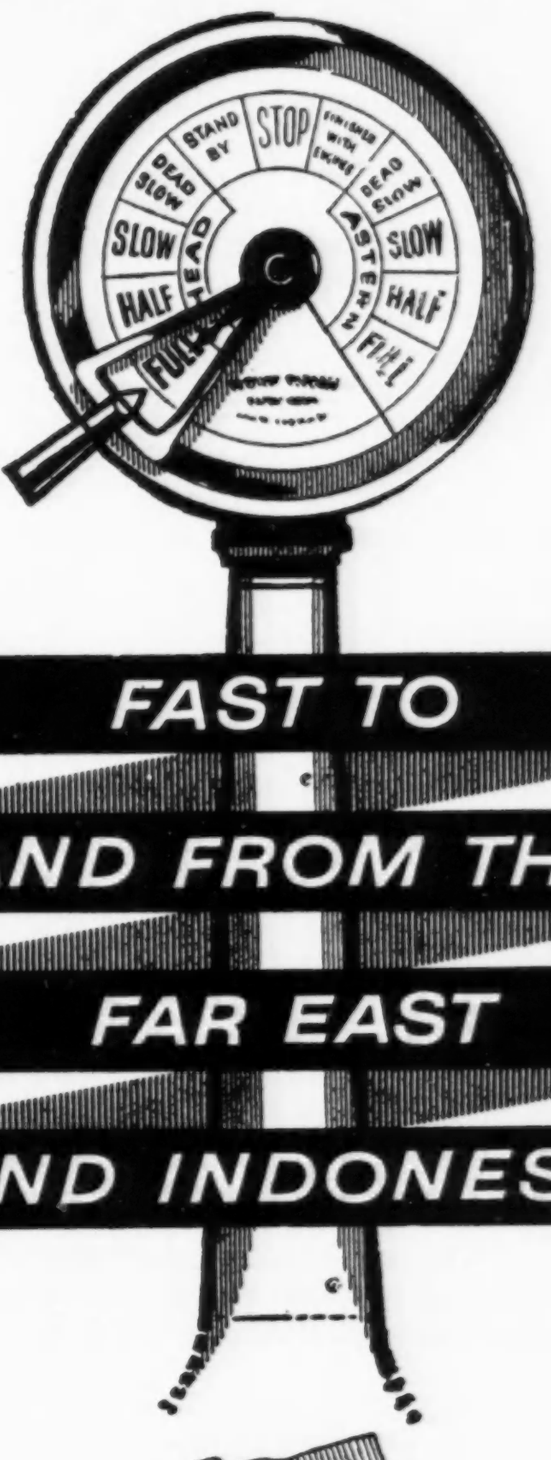
Agreements referred to the Restrictive Practices Court

Registered No. of Agreement	Commodity
2814	Bakery products – bread.
1058	Bright steel bars.
1098	Bright steel bars.
1057	Ferrous bolts and nuts.
474	Foundry and forged pig iron.
976	Ground flat stock material.
994	Heavy steel coil springs.
1060	Heavy steel products.
1093	Heavy steel products.
1121	Hot rolled steel.
2965	Newspapers (morning dailies).
1123	Non-alloy steel wire rods.
1125	Railway tyres and axles.
1130	Shell steel.
414	Silver steel.
380	Wrought iron.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

BEN LINE



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New references to the Monopolies Commission

IN ANSWERING a Parliamentary Question on June 3, the President of the Board of Trade, Mr. Douglas Jay, announced that he proposed to make four references to the Monopolies Commission, relating to the supply of:

(a) flat glass;
(b) rayon and other cellulosic fibres;
(c) aluminium semi-manufactures;
(d) electrical wiring harness for motor vehicles.

In the case of (c) and (d), the references would relate to alleged monopoly practices specified in the references. The references were made on July 2 and are below.

Any person or organization wishing to offer evidence in relation to any of these references should write to the Secretary, Monopolies Commission, 8, Cornwall Terrace, Regent's Park, London, N.W.1.

Flat glass

Whereas it appears to the Board of Trade that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948 (herinafter call 'the Act of 1948'), as amended by the Restrictive Trade Practices Act 1956, applies prevail as respects the supply of flat glass:

1. Now, therefore, the Board of Trade in pursuance of section 2(1) of the Act of 1948, as so amended, hereby refer to the Monopolies Commission for investigation and report the matter of such supply.
2. The Commission shall as respects such supply investigate and report on whether conditions to which the Act of 1948, as so amended, applies in fact prevail, and, if so, in what manner and to what extent.
3. The Commission, if they find that the conditions in question prevail, shall also investigate and report on –
   (1) the things which are done by the parties concerned as a result of, or for the purpose of preserving, those conditions; and
   (2) whether the conditions in question or all or any of the things done as aforesaid operate or may be expected to operate against the public interest.
4. In this reference 'flat glass' means cast, rolled or figured glass, including wired glass; sheet or window glass; float glass, polished plate glass, including polished wired glass; toughened or laminated safety glass.

Dated this 2nd day of July, 1965.

Cellulosic fibres

Whereas it appear to the Board of Trade that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948 (hereinafter called 'the Act of 1948'), as amended by the Restrictive Trade Practices Act 1956, applies prevail as respects the supply of unprocessed man-made cellulosic fibres;

1. Now, therefore, the Board of Trade in pursuance of section 2(1) of the Act of 1948, as so amended, hereby refer to the Monopolies Commission for investigation and report the matter of such supply.
2. The Commission shall as respects such supply investigate and report on whether conditions to which the Act of 1948, as so amended, applies in fact prevail, and, if so, in what manner and to what extent.
3. The Commission, if they find that the conditions in question prevail, shall also investigate and report on –
   (1) the things which are done by the parties concerned as a result of, or for the purpose of preserving, those conditions; and
   (2) whether the conditions in question or all or any of the things done as aforesaid operate or may be expected to operate against the public interest.

Dated this 2nd day of July, 1965.

Aluminium semi-manufactures

Whereas it appears to the Board of Trade that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948 (hereinafter called 'the Act of 1948'), as amended by the Restrictive Practices Act 1956, applies prevail as respects the supply of aluminium semi-manufactures:

1. Now, therefore, the Board of Trade in pursuance of section 2(1) of the Act of 1948, as so amended, hereby refer to the Monopolies Commission the matter of such supply.
2. The Commission shall as respects such supply investigate and report on whether conditions to which the Act of 1948, as so amended, applies in fact prevail.
3. The Board of Trade, in pursuance of section 6(2), of the Act of 1948, hereby require the Commission, if they find that such conditions prevail, thereafter to confine their investigation to the question whether the following thing is done by the parties concerned as a result of, or for the purpose of preserving, those conditions, namely:

   refusing normal trade discounts to distributors who obtain part of their requirements of aluminium semi-manufactures from abroad,

   and, if so, whether or not such thing operates or may be expected to operate against the public interest.
4. In this Reference 'aluminium semi-manufactures' means the following aluminium semi-manufactures: rolled plate, sheet, strip and circles; extruded bars and sections; tubes, whether extruded, drawn or welded.

Dated this 2nd day of July, 1965.

Electrical wiring harnesses for motor vehicles

Whereas it appears to the Board of Trade that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948 (hereinafter called 'the Act of 1948'), as amended by the Restrictive Practices Act 1956, applies prevail as respects the supply of electrical wiring harnesses for motor vehicles:

1. Now, therefore, the Board of Trade in pursuance of section 2(1) of the Act of 1948, as so amended, hereby refer to the Monopolies Commission the matter of such supply.
2. The Commission shall as respects such supply investigate and report on whether conditions to which the Act of 1948, as so amended, applies in fact prevail.
3. The Board of Trade, in pursuance of section 6(2), of the Act of 1948, hereby require the Commission, if they find that such conditions prevail, thereafter to confine their investigation to the question whether the following thing is done by the parties concerned as a result of, or for the purpose of preserving, those conditions, namely:

   quoting uneconomic prices calculated to drive competitors out of the business of supplying such harnesses as aforesaid,

   and, if so, whether or not such thing operates or may be expected to operate against the public interest.
4. In this Reference –
   'motor vehicles' means mechanically propelled land vehicles (other than vehicles constructed to run on rails).

Dated this 2nd day of July, 1965.

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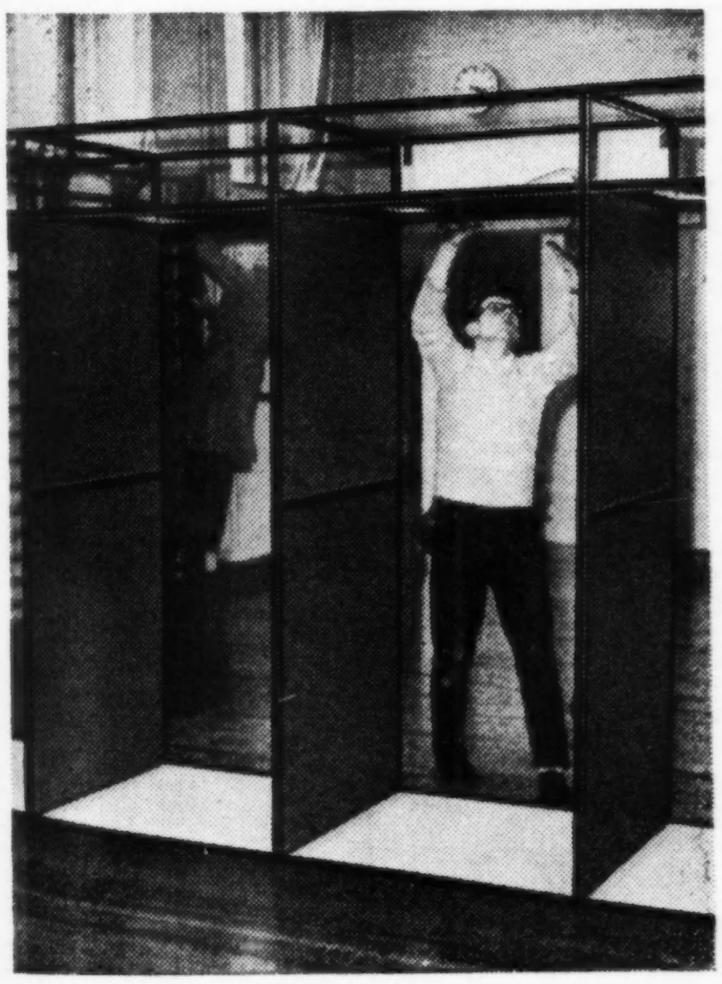
New Books

Trade in Agricultural Products: Reports of Committee II on Consultations with the European Economic Community, the United States of America and the United Kingdom. General Agreement on Tariffs and Trade (165 pages. 15s., by post 15s. 9d., from HM Stationery Office and Government bookshops). This is the fourth report to be issued by Committee II, which deals with trade in agricultural products, under the GATT programme for expansion of international trade. Earlier reports covered GATT's individual consultations with forty member countries on agricultural policies; general findings and conclusions regarding the use and effects of non-tariff measures for the protection of agriculture; and consultations on the Common Agricultural Policy implemented by EEC member states regarding cereals, pigmeat, eggs, poultry, fruit, vegetables and wine. In the further elaboration of the Common Market agricultural policy, the EEC agreed in February 1964 on three basic regulations dealing with dairy products, meat of bovine animals and rice, and subsequently Committee II carried out consultations with the EEC, the United States of America and the United Kingdom on these changes. The reports on these consultations and the descriptive information which was before the Committee are reproduced in the present volume.

Agricultural Commodity Trade and Development – Prospects, Problems and Policies. Food and Agriculture Organization of the United Nations (117 pages. 7s. 6d., by post 8s. 5d., from HM Stationery Office and Government bookshops). This paper was presented to the United Nations Conference on Trade and Development, held March/June 1965, and has been reprinted, with certain additions, as a sales document. The original objects of the Report were to produce an analytical grouping of agricultural commodity problems and policies as they relate to the wider problems of trade and development; to present a number of conclusions and suggestions for consideration by the Conference; and to serve as a general reference paper with respect to other relevant FAO studies. The additional material which appears in this version consists of the texts of the Conference recommendations on subjects related to those of this Report. Sections of the paper include discussions of the implications of regional economic grouping, and the financing of an expansion of international commodity trade. A review is given also of the machinery currently in operation for intergovernmental consultations and action on commodity problems.



Polling booths made from Dexion Speedframe, the square tube construction system, in the gymnasium of a Danish school. The Speedframe Division of Dexion Ltd., Wembley, Middlesex, say that the council at Gentofte, in Denmark, are using 70 of these booths which cost about £1,500. Conventional timber booths cost £750 every time they were erected.

Proceedings: United Nations Inter-regional Symposium on the Application of Modern Technical Practices in the Iron and Steel Industry to Developing Countries, Prague-Geneva, November 1963. United Nations Department of Economic and Social Affairs (155 pages. 15s., by post 15s. 11d., from HM Stationery Office and Government bookshops). The Symposium was attended by 126 experts in iron and steel research, development, plant operations and facility design from 50 countries, including 29 "developing areas"; 62 papers were presented in Prague, after which plant inspection tours were made to the steel industries in Czechoslovakia, Western Germany, France, Italy, Poland and the United Kingdom and finally the participants assembled for two days of summary discussions in Geneva. The published proceedings include the main working paper on the modern iron and steel industry, prepared by the Department's Centre for Industrial Development; eight regional reports by the Economic Commissions, dealing with the iron and steel-making raw materials position in the respective areas and current status of steel industry operations and planning; and summaries of the discussions on all the papers. Also included is a list of all the papers presented, some of the unpublished ones being available from the Centre on request. The main problems facing developing countries in the establishment of steel industry operations are inadequate reserves of raw materials, lack of investment capital, limited transport facilities, unstable economic conditions, insufficient trained manpower, need for a variety of products to be made in relatively small plants, and the difficulty of planning plants which can easily be expanded when the need arises; how modern technical steel industry practices can be used to solve many of the problems constituted the underlying content of most of the papers, discussions and conclusions of the meetings.

Copper: a *Metal Bulletin* Special Issue (226 pages. Metal Information Bureau Ltd., 46 Wigmore Street, London, W.1. 50s.). This special issue contains a collection of articles on marketing topics of the copper industry, particularly pricing and the substitution of copper by other metals and synthetic materials. It also contains a directory of the world copper industry covering mines, smelters, refineries, semi-fabricators and secondary ingot makers. Details are given in the directory of each company, its mines, smelting locations, capacity and connections with other companies in the copper industry.

General Equilibrium of International Discrimination: the Case of Customs Unions, by Jaroslav Vanek (234 pages. Harvard University Press. London: Oxford University Press. 44s.). This is a theoretical economic study, using geometrical methods of analysis, intended to improve understanding of the effects of discriminatory trading arrangements in the general equilibrium of the world economy – with its principal emphasis on customs unions. As well as their influence on trade, the study examines the effects of customs unions on the welfare of the unions, the welfare of the rest of the world, and the global efficiency of resource allocation in the world as a whole.

The Law of Carriage by Inland Transport, by Otto Kahn-Freund with the assistance of John Hucker. Fourth edition (815 pages. Stevens & Sons. Bound edition 110s., paperback 47s. 6d.). This work provides an analysis and account of the law governing the organization of inland transport by rail, road, waterway and air, and of the rights and obligations of the carriers towards their passengers, and towards the owners of the goods they carry. This edition incorporates recent changes in the law, principally the Transport Act, 1962, as well as some of the new road traffic legislation and cases. Parts One and Two deal with the organization of the industry and the law of carriage. Part Three deals with passenger traffic. A new Part Four deals with the licensing and organization of carriage by air and with the rights and liabilities of inland air carriers and their passengers.

Report of the Working Party on Decimal Currency, Irish Republic. (56 pages. Price 3s. 6d. from the Government Publications Sale Office, GPO Arcade, Dublin 1). The government of the Irish Republic having decided in principle in February 1962 to adopt a decimal system of currency, the Minister for Finance appointed a Working Party to advise on the appropriate time for making the change and the steps necessary to effect it in the most economical way. In their report prepared in June 1964 and now published, the Working Party makes no recommendation on the date of change, merely observing that 1967 is the earliest year in which it could take place. The bulk of the report discusses the choice of system of decimal currency, various administrative and machine aspects of making the change, and the probable cost of the operation.

Central Office of Information: Functions and Organization. Central Office of Information. (48 pages. Available free from the Office of the Controller (Overseas), Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1). This booklet outlines the status and functions of the COI's home information services, the organization of the British information services overseas, the organization of the COI headquarters and its constituent divisions, and the regional offices of the COI. There is also a short list of the documents describing the COI and catalogues of COI material.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368, or Telex No. 25977.)

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	134	129	118	103	132	108	140	146	133	+177	+ 89	+29	+55
1964	124	128	144	138	123	106	153	121	164	184	153	+482	+332	+44	+47
1963															
3rd quarter	118	121	137	131	119	104	138	107	140	164	141	+ 3	— 12	— 7	— 1
4th quarter	122	124	138	132	120	105	142	109	151	168	145	+121	+ 61	+ 23	+35
1964															
1st quarter	123	127	141	136	123	105	148	116	156	176	152	+ 87	+ 79	+ 2	+ 3
2nd quarter	123	128	142	136	121	105	151	121	155	184	149	+164	+126	+ 5	+12
3rd quarter	124	128	145	139	123	106	155	121	169	188	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	141	124	107	160	128	174	186	158	+108	+ 50	+31	+15
1965															
1st quarter		132			126	108		139	162				+ 49	— 6	+ 6
1964															
November	..	130	..	..	..	107	..	..	..	..	..	..	..	..	..
December	..	132	..	..	..	106	..	..	..	..	..	..	..	..	..
1965															
January	..	133	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	130	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..
May	..		..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—275
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 22
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 90
1963	135	117	121·7	+2·0	104·5	121·4	141·3	502	+ 83	..	144	— 5	..	130	130	+ 96
1964	161	124	125·7	+3·3	108·6	124·7	148·5	362	—140	..	221	+77	..	149	136	—374
1963																
3rd quarter	130	100	121·3	+1·3	104·2	121·5	141·5	428	— 76	—34	157	+10	+ 6	133	132	— 1
4th quarter	135	117	122·1	+2·1	106·1	121·8	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 1
1964																
1st quarter	140	121	123·2	+1·5	107·9	123·2	146·0	445	— 5	+42	182	+25	— 5	146	135	— 77
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	355	— 90	—58	230	+48	+33	148	135	—102
3rd quarter	154	113	126·5	+4·3	108·6	125·0	149·4	311	— 44	—34	242	+12	+ 6	148	134	—110
4th quarter	161	124	127·6	+4·5	109·9	126·3	150·9	336	+ 25	+50	228	—14	—34	149	139	— 85
1965																
1st quarter	167*	121*	128·8	+4·5	109·7*	128·3*	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	+6
2nd quarter								293	— 60	—58	288	+55	+33			
1964																
November	161	126	127·8	+4·6	110·3	126·4	150·7	338	+ 6	+19	230	— 3	—16	152	136	..
December	161	124	128·3	+4·8	109·4	126·8	152·1	337	— 1	— 1	222	— 8	—11	149	146	..
1965																
January	162*	123*	128·7	+4·6	109·2	127·9	153·2	363	+ 26	+41	221	— 1	— 1	145	136	..
February	165*	122*	128·7	+4·5	109·8	128·3	153·4	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	167*	121*	129·1	+4·4	110·0*	128·6*	154·2	341	— 15	—19	249	+20	+10	147	143	..
April	167*	123*	131·6	+5·5	110·9*	128·8*	155·1	313	— 28	—20	274	+25	+14	149	143	..
May			132·1	+5·1	111·5*	128·9*	155·6	297	— 16	—23	287	+13	+ 9	157	140	..
June								268	— 29	—33	302	+15	+13			

† Not seasonally adjusted * Provisional.

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Industry's stocks in first quarter

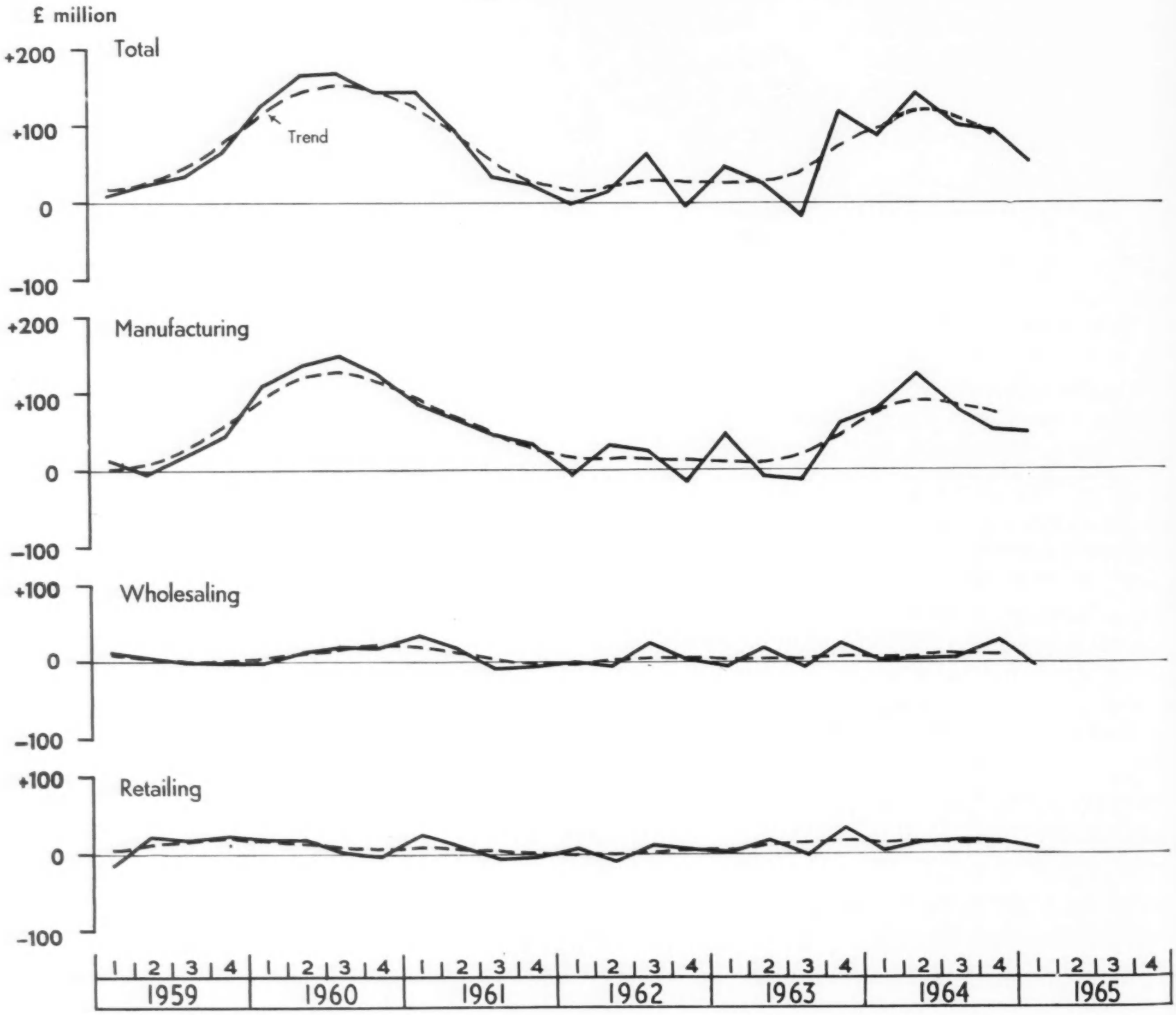
FINAL ESTIMATES show that the volume of stocks held by manufacturers and distributors rose by £49 million (at 1958 prices, seasonally adjusted) during the first quarter of the year, or by much the same amount as was estimated (£51 million) at the provisional stage a month ago. This increase is much smaller than those recorded in the immediately preceding quarters, and the main cause of this lies in the distributive sector where wholesalers' stocks showed a fall of £6 million after rising £31 million in the fourth quarter of last year. This considerable difference in wholesalers' stocks between two adjacent quarters may partly reflect irregularities in the series and the difficulty of making appropriate seasonal adjustments. These uncertainties do not, however, affect the conclusion to be drawn from the latest figures – that the underlying trend of stockbuilding, over the manufacturing and distributive sectors as a whole, after reaching a peak in the second quarter of last year has since then continued downwards.

Manufacturers' stocks

Final estimates for the first quarter of 1965 show that the total volume of manufacturers' stocks and work in progress (at 1958 prices, seasonally adjusted) rose by £49 million or 0·8 per cent. This increase (some £9 million less than that estimated at the provisional stage one month ago) was almost exactly the same as that recorded in the previous quarter, but well below the increases shown for the second and third quarters of 1964. This latest estimate confirms the continued fall in the underlying trend of manufacturers' stockbuilding, from the peak reached in the second quarter of last year. The rise in manufacturing production in the first quarter, on a seasonally adjusted basis, slightly exceeded the rise in stocks – causing a slight fall in the stocks/production ratio from its level at the end of last year.

The increase in manufacturers' total stocks and work in progress of £49 million – over the first quarter of the year – was made up of a rise of £66 million in work in progress and a fall of £20 million in stocks of finished goods, with little change in stocks of materials and fuel (up £3 million). The figures for detailed sectors of industry, in Table 2 below, show that there was a fall in the stocks of the 'food, drink and tobacco' and the 'chemical and allied (including mineral oil refining)' sectors. The substantial increase in the stocks of the 'engineering, shipbuilding and vehicles' group of industries was largely due to a continued steep rise in work in progress in this sector. Motor vehicle manufacturers experienced a substantial fall in stocks of finished goods, probably

Changes in industry's stocks at 1958 prices seasonally adjusted



due in part to the heavy demands made by car dealers on manufacturers in the pre-Budget period.

Wholesalers' stocks

Revised estimates show that the volume of stocks (at 1958 prices, seasonally adjusted) held by wholesalers fell by £6 million or 0·6 per cent during the first quarter of 1965 – a slightly smaller fall than that estimated (£13 million) at the provisional stage one month ago. This fall in stocks compares with an increase of £31 million in the fourth quarter of 1964 and with modest rises earlier in that year. The fall in stocks in the first quarter appears (see Table 3) to have been mainly concentrated in the 'general wholesale distributors' ' sector (Minimum List Heading No. 810), with a less substantial fall in the stocks of 'dealers in coal, builders' materials, etc.' (MLH 831) and a slight rise in the stocks held by 'dealers in industrial materials and machinery' (MLH 832). Too much should not be read into the difference between the figures for the first quarter of this year and the final quarter of last year, in view of the irregularities in these series and the difficulty of making appropriate seasonal adjustments.

Retailers' stocks

The volume of retailers' stocks (at 1958 prices, seasonally adjusted) rose by £6 million (or 0·5 per cent) during the first quarter of 1965 after increasing by £15 million in the final quarter of last year.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the Journal. (*See page* 120 *of this issue*).

Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted[a]

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1959	4,952	810	951	6,713
1960	+520	+48	+37	+605
1961	+230	+36	+29	+295
1962	+ 33	+22	+14	+ 69
1963	+ 89	+29	+55	+173
1964	+332	+44	+47	+423
1960 1st quarter	+109	N/C	+18	+127
2nd quarter	+138	+11	+18	+167
3rd quarter	+148	+19	+ 2	+169
4th quarter	+125	+18	— 1	+142
1961 1st quarter	+ 86	+35	+25	+146
2nd quarter	+ 66	+17	+10	+ 93
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 33	— 7	— 2	+ 24
1962 1st quarter	— 8	N/C	+ 5	— 3
2nd quarter	+ 31	— 7	—10	+ 14
3rd quarter	+ 26	+26	+11	+ 63
4th quarter	— 16	+ 3	+ 8	— 5
1963 1st quarter	+ 49	— 4	+ 3	+ 48
2nd quarter	— 9	+17	+18	+ 26
3rd quarter	— 12	— 7	— 1	— 20
4th quarter	+ 61	+23	+35	+119
1964 1st quarter	+ 79	+ 2	+ 3	+ 84
2nd quarter	+126	+ 5	+12	+143
3rd quarter	+ 77	+ 6	+17	+100
4th quarter	+ 50	+31	+15	+ 96
1965 1st quarter	+ 49	— 6	+ 6	+ 49

Table 2. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry [a] [b] [f]

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI	Materials and fuel	Work in progress	Finished goods
Level of stocks at December 31, 1959	720	456	384	2,295	606	491	4,952	1,940	1,785	1,227
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+31	+ 2	—24	+ 29	— 6	+ 1	+ 33	— 50	+ 32	+ 51
1963	+57	+ 1	+ 5	+ 58	—27	— 5	+ 89	— 10	+ 97	+ 2
1964	+ 7	+31	+30	+193	+48	+23	+332	+107	+144	+ 81
1960 1st quarter	+ 7	+ 1	+16	+ 64	+13	+ 8	+109	+ 52	+ 23	+ 34
2nd quarter	+14	+15	+15	+ 64	+13	+17	+138	+ 62	+ 37	+ 39
3rd quarter	+ 9	+15	+27	+ 55	+26	+16	+148	+ 70	+ 22	+ 56
4th quarter	+22	+10	+15	+ 67	—10	+21	+125	+ 41	+ 45	+ 39
1961 1st quarter	+ 9	+10	+12	+ 33	+ 5	+17	+ 86	+ 39	+ 39	+ 8
2nd quarter	— 2	+ 5	+ 1	+ 30	+13	+19	+ 66	+ 17	+ 20	+ 29
3rd quarter	+12	+ 3	— 5	+ 30	N/C	+ 5	+ 45	+ 15	+ 15	+ 15
4th quarter	— 1	— 3	— 1	+ 41	+ 5	— 8	+ 33	— 20	+ 10	+ 43
1962 1st quarter	+ 9	— 5	—12	+ 10	+ 1	—11	— 8	— 13	— 1	+ 6
2nd quarter	+10	— 3	— 4	+ 29	— 2	+ 1	+ 31	N/C	+ 21	+ 10
3rd quarter	+12	+ 6	— 9	+ 18	— 4	+ 3	+ 26	— 14	+ 15	+ 25
4th quarter	N/C	+ 4	+ 1	— 28	— 1	+ 8	— 16	— 23	— 3	+ 10
1963 1st quarter	+ 2	+ 8	+ 5	+ 29	— 9	+14	+ 49	— 7	+ 33	+ 23
2nd quarter	+21	— 4	N/C	— 12	— 5	— 9	— 9	— 8	+ 5	— 6
3rd quarter	— 1	— 6	— 6	+ 7	— 4	— 2	— 12	— 15	+ 20	— 17
4th quarter	+35	+ 3	+ 6	+ 34	— 9	— 8	+ 61	+ 20	+ 39	+ 2
1964 1st quarter	+ 1	+ 5	+14	+ 51	+11	— 3	+ 79	+ 39	+ 46	— 6
2nd quarter	—11	+16	+18	+ 65	+27	+11	+126	+ 28	+ 39	+ 59
3rd quarter	+ 7	+ 4	— 5	+ 61	— 1	+11	+ 77	+ 3	+ 36	+ 38
4th quarter	+10	+ 6	+ 3	+ 16	+11	+ 4	+ 50	+ 37	+ 23	— 10
1965 1st quarter	—16	—18	+ 9	+ 52	+ 14	+ 8	+ 49	+ 3	+ 66	— 20

Table 3. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers [a] [f]

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
810	General wholesale distributors . .	1960	— 1	+10	+15	+ 2	+26	548
		1961	+28	+10	— 2	—10	+26	
		1962	— 6	—11	+16	+ 5	+ 4	
		1963	— 4	+11	—13	+19	+13	
		1964	— 2	+ 4	+ 7	+32	+41	
		1965	— 8					
831	Dealers in coal, builders' materials, etc.	1960	N/C	+ 1	N/C	+ 3	+ 4	77
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 1	N/C	+ 2	+ 1	+ 4	
		1963	+ 2	+ 2	— 2	+ 3	+ 5	
		1964	+ 1	— 1	+ 5	— 2	+ 3	
		1965	— 3					
832	Dealers in industrial materials and machinery	1960	+ 1	N/C	+ 4	+13	+18	185
		1961	+ 6	+ 6	— 6	+ 4	+10	
		1962	+ 5	+ 4	+ 8	— 3	+14	
		1963	— 2	+ 4	+ 8	+ 1	+11	
		1964	+ 3	+ 2	— 6	+ 1	N/C	
		1965	+ 5					
	Total wholesalers	1960	N/C	+11	+19	+18	+48	810
		1961	+35	+17	— 9	— 7	+36	
		1962	N/C	— 7	+26	+ 3	+22	
		1963	— 4	+17	— 7	+23	+29	
		1964	+ 2	+ 5	+ 6	+31	+44	
		1965	— 6					

Table 4. Changes in the value (at book values) of stocks held by manufacturers and distributors [a]

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
Manufacturing (b)	1960	+128	+181	+128	+161	+598	5,048
	1961	+112	+104	+ 47	+ 55	+318	
	1962	+ 9	+ 29	+ 14	+ 33	+ 85	
	1963	+ 67	N/C	+ 10	+152	+229	
	1964	+120	+180	+108	+144	+552	
	1965	+121					
Wholesaling (c)	1960	+ 7	+ 18	+ 52	— 22	+ 55	819
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 6	+ 5	+ 40	— 19	+ 32	
	1963	— 6	+ 23	+ 23	+ 8	+ 48	
	1964	+ 12	+ 26	+ 45	+ 10	+ 93	
	1965	+ 1					
Retailing (d)	1960	+ 68	+ 15	— 19	— 20	+ 44	949
	1961	+ 69	+ 36	— 10	— 34	+ 61	
	1962	+ 60	— 1	— 1	— 13	+ 45	
	1963	+ 56	— 6	— 13	+ 26	+ 63	
	1964	+ 55	+ 13	+ 7	+ 15	+ 90	
	1965	+ 72					
Total (e)	1960	+203	+214	+161	+119	+697	6,816
	1961	+225	+160	+ 52	— 15	+422	
	1962	+ 75	+ 33	+ 53	+ 1	+162	
	1963	+117	+ 17	+ 20	+186	+340	
	1964	+187	+219	+160	+169	+735	
	1965	+194					

Notes relating to Tables 1-4.

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.

(b) Standard Industrial Classification Orders III-XVI.

(c) S.I.C. Minimum List Headings 810, 831, 832.

(d) S.I.C. Minimum List Heading 820.

(e) S.I.C. Orders III-XVI and XX.

(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

The relationship of manufacturers' stocks to manufacturing production

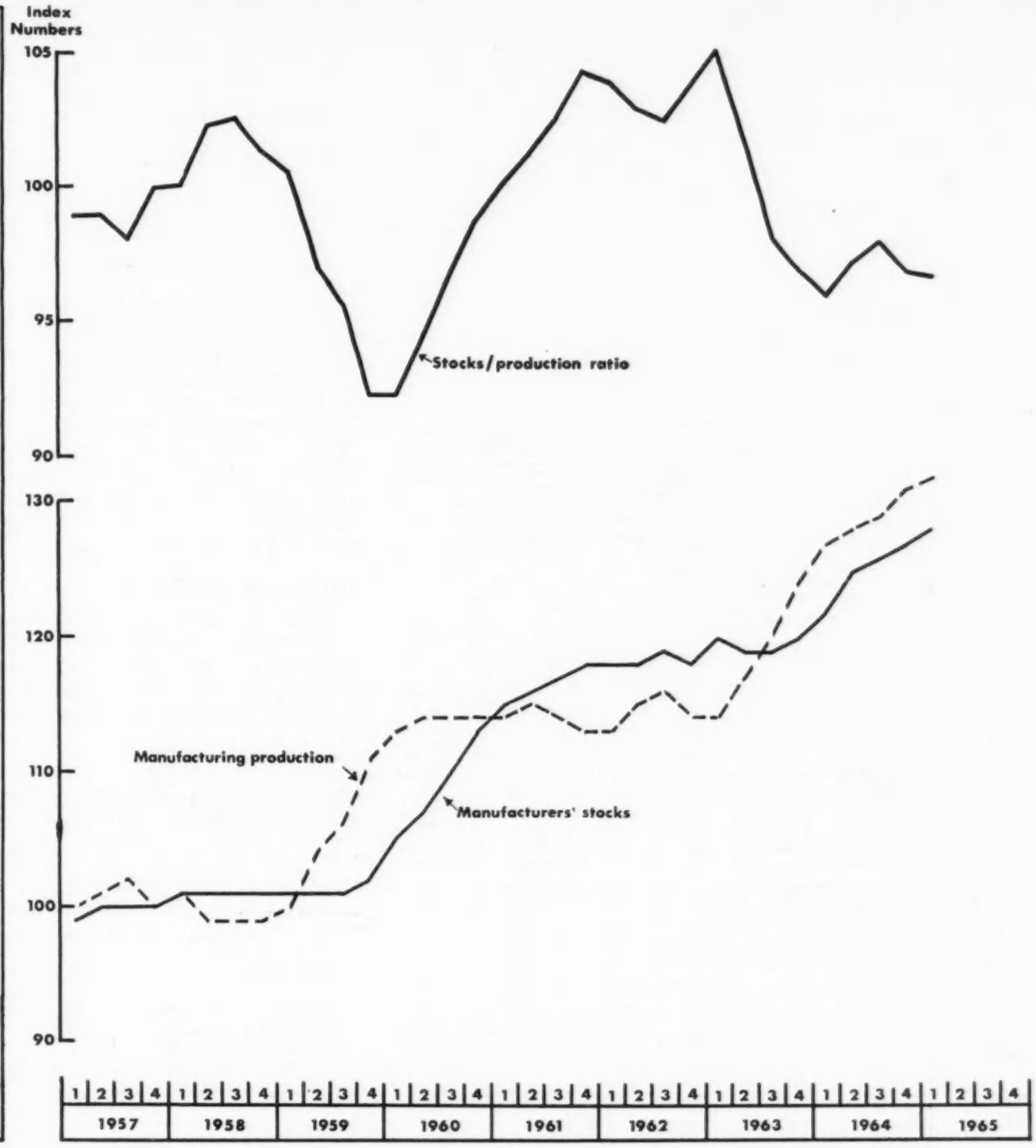
Period (quarters)		Index numbers 4th quarter 1957 = 100 seasonally adjusted (1) Stock levels (at 1958 prices)	Production (with 1958 net output weight) (2)	Ratio of stocks to production (3)
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·6
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	105	113	92·3
	2	107	114	94·6
	3	110	114	96·8
	4	113	114	98·8
1961	1	115	114	100·4
	2	116	115	101·3
	3	117	114	102·4
	4	118	113	104·4
1962	1	118	113	104·1
	2	118	115	103·0
	3	119	116	102·5
	4	118	114	103·8
1963	1	120	114	105·2
	2	119	117	101·7
	3	119	121	98·2
	4	120	124	97·1
1964	1	122	127	96·1
	2	125	128	97·3
	3	126	129	98·1
	4	127	131	97·0
1965	1	128	132	96·8

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1956 and 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks-production ratios are calculated from unrounded estimates of the data in the previous two columns.



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Retail sales in May

IN THE THREE months ended May the seasonally adjusted index of the value of retail sales was about 1½ per cent higher than in the preceding period of three months, indicating that the underlying trend had continued upwards. The rate of increase was, however, somewhat lower than in the recent past, suggesting some slowing down in the underlying upward trend. This is also reflected in the fact that in the last four months the index in rounded terms had remained at the same level, though in looking at the monthly index numbers it has to be remembered that the series is subject to random irregularities.

There was only a small rise in the seasonally adjusted index of the volume of sales between the three months ended May 1965 when compared with the preceding three months suggesting that the slow upward trend of the volume of sales was only just continuing.

Clothing and footwear shops

Sales by clothing and footwear shops in the three months up to May showed a rise of almost 3 per cent over the preceding months and continued the strong upward movement since the autumn of 1964. Compared with a year earlier sales by footwear shops showed a decline of 3 per cent; a decline was experienced by each of the independents, co-operatives and multiples. Sales by men's wear shops showed a modest rise of 1 per cent and women's wear shops a rise of 2 per cent when compared with a year earlier. These small increases may be due, in part, to the fact that Whitsun fell in May last year and in June this year, and sales of clothing and footwear tend to be influenced by the Whitsun holiday. In addition the relatively poor weather in May this year may have delayed purchases of these commodities.

Prices of clothing and footwear continued in May as in recent months to be about 2 per cent higher than a year earlier.

Durable goods shops

The seasonally adjusted index of the value of total turnover of durable goods shops for the three months March, April and May, taken together, was about 1 per cent more than in the preceding three months. This was rather less than the average rate of increase shown in 1964.

Compared with a year earlier, turnover for this group of shops was up by about 7 per cent in May, much the same increase as in March and April, taken together, when the rise was 6 per cent. As in previous months this year, average prices for durable goods in May were about 3 per cent more than a year earlier.

The two principal sub-divisions of durable goods shops showed rises in May compared with a year earlier of 9 per cent – for furniture shops – and 5 per cent – for other durable goods shops. Within the latter category gas showrooms were outstanding, as in previous months, with a rise in May of about one-third compared with a year earlier.

Other non-food shops

Sales in this group, after allowing for seasonal factors, continue to rise; for the three months ended May 1965 they were about 2 per cent higher than the preceding three months. Mail order business which now accounts for about ⅛ of this group continues to be extremely buoyant, and when compared with May 1964 sales show

(*Continued on page 78*)

Table 1—Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1963 4th quarter	110	108	111	110	113	111
1964 1st quarter	111	109	113	111	114	113
2nd quarter	112	111	113	108	115	115
3rd quarter	114	114	114	109	116	116
4th quarter	117	115	118	113	119	120
1965 1st quarter	119	116	121	118	122	123
1964 April	112	111	113	108	116	115
May	112	110	113	109	113	114
June	112	112	113	107	116	115
July	113	112	113	108	115	114
August	115	114	114	109	117	115
September	115	115	116	110	117	119
October	117	115	119	118	119	121
November	117	115	118	109	120	121
December	116	114	118	113	119	120
1965 January	118	116	120	115	121	122
February	119	116	121	118	120	123
March	119	116	123	121	123	124
April	119	117	120	116	120	122
May	119	117	121	117	120	124

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1963 4th quarter	105	102	107
1964 1st quarter	105	103	108
2nd quarter	105	103	107
3rd quarter	106	103	107
4th quarter	107	104	110
1965 1st quarter	108	104	112
1964 April	105	103	107
May	104	102	106
June	105	103	107
July	104	102	106
August	106	103	107
September	106	104	108
October	109	105	112
November	107	104	110
December	106	103	110
1965 January	108	103	111
February	108	104	112
March	109	104	114
April	107	104	109
May	107	103	110

(a) The total and sub-total series in this table are seasonally adjusted independently from the component series. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment.
(b) Including department stores and mail order businesses.

Table 2—Analysis by form of organization

May – Index numbers of values of sales per week, and percentage changes on a year earlier (a) 1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	117	+ 5	111	+ 4	129	+ 6	105	+ 3
FOOD SHOPS(h)	116	+ 5	112	+ 4	134	+ 7	103	+ 3
Grocers	115	+ 4(f)	109	+ 4	140	+ 6	101	+ 2(f)
Butchers	109	+ 6	..		..		..	
Greengrocers, fruiterers	119	+ 3	119	+ 2	127	+ 6	103	Nil
Fishmongers, poulterers	115	+ 3	..		..		..	
Bread and flour confectioners	126	+ 8(g)	119	+ 4	139	+13	..	
Off-licences	107	+ 7	101	+ 7	112	+ 8	..	
Dairymen	125	+ 5	..		..		115	+ 5
NON-FOOD SHOPS	118	+ 6	..		..		..	
Clothing and footwear shops	118	+ 1	112	+ 1	126	+ 1	110	+ 2
Footwear shops	125	— 3	131	— 2	124	— 3	114	— 2
Men's and boys' wear shops	117	+ 1	110	Nil	125	+ 2	103	+ 1
Women's, girls' and infants' wear, drapery and general clothing shops	117	+ 2	110	+ 1	127	+ 2	110	+ 3
Large (c)	—		118	+ 3	—		—	
Medium (c)	—		116	+ 4	—		—	
Small (c)	—		106	Nil	—		—	
Durable goods shops	114	+ 7	103	+ 4	132	+10	114	+ 8
Furniture shops	116	+ 9	112	+ 7	131	+16	—	
Large (c)	—		112	+ 8	—		—	
Medium and small (c)	—		112	+ 6	—		—	
Other durable goods shops	112	+ 5	93	Nil	133	+ 8	—	
Radio and electrical goods etc., shops (e)	101	— 1	93	Nil	117	— 3	—	
of which								
Rental specialists	..		..		144	+ 2	—	
Electricity showrooms	122	+ 5	—		122	+ 5	—	
Gas showrooms	187	+35	—		187	+35	—	
Miscellaneous non-food shops (b)	115	+ 7	..		..		..	
Confectioners, tobacconists, newsagents	114	+ 8	112	+ 7	127	+10	—	
Booksellers, stationers	..		111	+14	..		—	
Chemists, photographic goods dealers (d)	115	+ 3	109	— 1	125	+ 8	114	+ 8
Jewellers	102	+ 7	103	+ 8	95	+ 6	—	
Leather goods, sports goods, toys and fancy goods shops	102	+ 6	..		..		—	
Ironmongers and hardware shops	115	+ 4	115	+ 4	112	— 2	—	
Department stores	109	+ 4	—		—		—	
Mail order businesses	170	+21	—		—		—	

Table 3—Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume.

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,074)				Food shops (h) (£4,154)				Non-food shops													
									Total (£4,920)				Clothing and footwear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (b) (£1,896)		Department shops (£457)		Mail order businesses (£227)	
	Value		Volume*		Value		Volume*		Value		Volume*											
1962 Year	103	+3	100	Nil	104	+4	101	+1	103	+3	100	Nil	102	+2	103	+3	103	+3	103	+3	108	+ 8
1963 Year	108	+4	103	+3	107	+3	102	+1	108	+5	104	+4	106	+5	109	+5	108	+4	108	+5	122	+13
1964 Year	113	+5	106	+2	112	+5	103	+1	114	+6	108	+4	110	+4	116	+7	114	+6	113	+5	142	+17
1965 Year to date†	112	+6	101	+2	115	+6	102	+1	109	+7	100	+3	102	+6	114	+6	109	+7	104	+5	146	+17
1964 2nd quarter	110	+5	102	+2	111	+4	101	Nil	109	+9	103	+4	109	+5	108	+7	107	+5	105	+5	139	+19
3rd quarter	111	+5	103	+1	111	+6	101	+1	111	+4	105	+2	105	+2	114	+4	114	+6	108	+3	123	+12
4th quarter	132	+6	121	+3	120	+7	109	+1	141	+6	132	+3	140	+3	136	+5	137	+7	146	+5	193	+21
1965 1st quarter	109	+7	99	+2	114	+6	102	+1	105	+7	97	+4	95	+6	114	+7	105	+7	100	+5	140	+21
1965 January	109	+6	99	+2	113	+6	101	+1	105	+6	98	+3	99	+4	119	+6	102	+8	113	+2	99	+15
February	106	+6	97	+2	114	+6	102	+1	100	+6	93	+3	86	+5	110	+5	104	+8	88	+4	135	+15
March	111	+6	101	+2	114	+5	102	Nil	109	+8	101	+5	98	+7	114	+9	108	+5	99	+5	177	+27
April	115	+7	104	+2	118	+7	104	+1	113	+7	103	+3	111	+8	111	+3	114	+9	109	+6	142	+ 2
May	117	+5	105	+1	116	+5	102	+1	118	+6	107	+2	118	+1	114	+7	115	+7	109	+4	170	+21

(ii) Analysis by kind of business: value only

(Sales in 1961 £ million)	Food shops														Clothing and footwear shops					
	Grocers(f) (£2,397)		Butchers (£637)		Greengrocers, fruiterers (£323)		Fishmongers, poulterers (£81)		Bread and flour confectioners (g) (£196)		Off-licences (£139)		Dairymen (£367)		Footwear shops (£229)		Men's and boys' wear shops (£281)		Women's wear shops (£874)	
1962 Year	104	+4	102	+2	102	+2	103	+ 3	107	+ 7	107	+ 7	105	+ 5	101	+ 1	103	+3	102	+2
1963 Year	107	+3	103	+2	100	—2	108	+ 5	113	+ 6	114	+ 6	110	+ 5	106	+ 4	107	+4	106	+5
1964 Year	112	+4	109	+6	103	+3	115	+ 7	119	+ 6	123	+ 8	118	+ 7	109	+ 3	111	+4	111	+4
1965 Year to date†	115	+6	113	+5	106	+5	118	+ 6	124	+ 6	110	+ 9	123	+ 7	100	+ 5	105	+5	102	+6
1964 2nd quarter	110	+4	104	+6	114	Nil	114	+ 7	117	+ 5	100	+ 8	119	+ 9	115	+ 5	109	+5	107	+5
3rd quarter	111	+6	105	+5	105	+5	114	+ 8	120	+ 5	107	+10	119	+12	108	+ 1	105	+1	105	+2
4th quarter	119	+6	119	+7	96	+6	123	+ 7	124	+ 6	186	+ 9	122	+ 8	133	Nil	137	+3	143	+4
1965 1st quarter	114	+6	114	+6	100	+5	116	+ 5	121	+ 5	109	+ 9	123	+ 8	87	+ 6	100	+5	95	+6
1965 January	113	+6	117	+7	93	+4	116	+ 6	115	+ 4	112	+ 8	122	+ 7	89	+ 3	110	+2	99	+4
February	114	+6	114	+7	98	+4	115	+ 5	122	+ 6	107	+12	124	+ 8	74	Nil	92	+5	88	+6
March	114	+5	111	+4	107	+5	117	+ 3	125	+ 5	108	+ 8	123	+ 9	96	+ 9	99	+7	98	+6
April	118	+7	112	+4	113	+7	125	+11	131	+10	114	+ 12	123	+ 4	117	+10	110	+7	110	+9
May	115	+4	109	+6	119	+3	115	+ 3	126	+ 8	107	+ 7	125	+ 5	125	— 3	117	+1	117	+2

(Sales in 1961 £ million)	Durable goods shops										Miscellaneous non-food shops											
			Other durable goods shops																			
	Furniture shops (£399)		Total (£476)		Radio and electrical goods, etc., shops (e) (£372)		Electricity showrooms (£55)		Gas showrooms (£49)		Confectioners, tobacconists, newsagents (£794)		Booksellers, stationers‡ (£60)		Chemists, photographic goods dealers (d) (£259)		Jewellers (£80)		Leather goods sports goods, toys and fancy goods shops (£83)		Ironmongers and hardware shops (£235)	
1962 Year	102	+2	105	+ 5	103	+3	108	+ 8	114	+14	104	+ 4	104	+ 4	103	+3	100	Nil	102	+ 2	102	+2
1963 Year	103	+2	114	+ 9	110	+7	118	+ 9	137	+19	107	+ 4	111	+ 6	107	+4	105	+ 5	103	+ 2	107	+4
1964 Year	111	+8	121	+ 6	114	+3	128	+ 8	165	+21	113	+ 5	121	+ 9	114	+6	118	+12	112	+ 8	109	+2
1965 Year to date†	109	+7	119	+ 5	109	Nil	123	+13	185	+29	113	+ 8	118	+11	105	+6	98	+10	91	+ 9	109	+4
1964 2nd quarter	106	+7	110	+ 6	105	+4	120	+ 4	144	+24	107	+ 4	101	+ 8	109	+6	96	+10	95	+ 7	108	+5
3rd quarter	111	+5	117	+ 4	108	+1	133	+ 9	170	+18	115	+ 6	111	+ 8	119	+8	115	+ 9	117	+ 7	107	+2
4th quarter	130	+7	141	+ 4	132	+1	150	+10	201	+18	126	+ 7	162	+ 9	136	+7	174	+12	163	+10	122	+3
1965 1st quarter	107	+7	122	+ 7	112	+1	126	+15	191	+29	112	+ 7	121	+11	102	+6	97	+10	83	+ 9	105	+4
1965 January	117	+7	123	+ 6	117	+2	122	+13	168	+22	109	+10	120	+10	103	+7	89	+10	82	+10	101	+3
February	102	+7	118	+ 3	109	—2	121	+11	189	+26	111	+ 9	125	+11	100	+5	97	+ 8	79	+ 8	104	+3
March	103	+6	124	+10	111	+4	132	+19	212	+38	114	+ 4	119	+13	103	+7	103	+12	88	+ 8	108	+5
April	108	+5	115	+ 3	108	— 1	115	+13	163	+21	118	+11	112	+11	105	+6	98	+10	102	+12	117	+5
May	116	+9	112	+ 5	101	—1	122	+ 5	187	+35	114	+ 8	111	+14	115	+3	102	+ 7	102	+ 6	115	+4

‡ Independent retailers only. * At average 1961 prices. † January-May.

Note:

These statistics are based on returns from independent retailers (organizations, other than co-operative societies and department stores, with one to nine branches), multiple retailers (organizations, other than co-operative societies and department stores, with 10 or more branches), retail co-operative societies, department stores and mail order businesses. A description of the series was given in the *Board of Trade Journal* of February 12, 1965.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by May 1965 sales was the four weeks from May 2, 1965, to May 29, 1965, the corresponding period in 1964 was from May 3, 1964, to May 30, 1964. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index numbers do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including the bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

Hire purchase and other instalment credit business in May

THE MAY FIGURES of the new business of finance houses, in which instalment credit for cars predominates, do not suggest less buoyancy than in recent months, but uncertainties in allowing for seasonal influences and irregular month-to-month movements in the statistics make it difficult to be sure at this stage. Sales on hire purchase and other instalment credit terms by durable goods shops showed little change in May.

Total instalment debt owing to finance houses, durable goods

Table 1—Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1963	289	288	287	285	286	289	290	293	296	298	303	315
	1964	313	312	311	309	310	309	310	311	312	314	321	330
	1965	328	328	325	321	323							
Department stores	1963	28	27	26	26	26	26	27	26	27	27	28	30
	1964	29	29	28	27	27	27	27	27	28	28	29	31
	1965	30	29	29	29	29							
Finance houses	1963	562	559	563	573	584	593	603	608	611	615	618	614
	1964	618	631	648	668	688	706	722	733	744	752	759	754
	1965	755	766	785	807	826							
Total of above	1963	879	874	876	884	896	908	920	927	934	940	949	959
	1964	960	972	987	1,004	1,025	1,042	1,059	1,071	1,084	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178							

Table 1a—Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1964	..	..	..	..	..	..	..	..	..	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178							
Other instalment credit retailers*	1964	..	..	..	..	..	..	..	..	..	145	152	165
	1965	159	151	149	150	151							
Grand Total	1964	..	..	..	..	..	..	..	..	..	1,239	1,261	1,280
	1965	1,272	1,274	1,288	1,307	1,329							

* Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

RETAIL SALES *continued*

a rise of 21 per cent. Booksellers and stationers, although proportionately a smaller part of this group, also show a substantial rise on their sales of a year earlier.

Food shops

The seasonally adjusted index of the value of sales of food shops for the three months ended May 1965 showed a slight rise over the three preceding months, but higher prices have contributed to the slight fall measured over the same period in the volume of sales.

Production of man-made fibres in May

TOTAL PRODUCTION by weight of man-made fibres in May was 11 per cent more than in May 1964. Within the total, output of continuous filament showed an increase of 10 per cent and staple fibre an increase of 13 per cent compared with May 1964.

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1961 (quarterly average)	65·5	76·4	141·9
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1963 4th quarter	90·5	107·2	197·7
1964 1st quarter	93·4	109·9	203·3
1964 4th quarter	101·2	122·4	223·6
1965 1st quarter	102·9	122·8	225·8
1964 March	30·6	37·8	68·4
April	31·1	35·8	66·9
May	32·3	37·1	69·4
1965 March	35·2	43·0	78·2
April	32·1	38·8	70·9
May	35·5	41·8	77·4

Shipping Movement at UK Ports

THE FOLLOWING corrections have been made in the article under the above heading which appeared in the *Board of Trade Journal*, pages 14-17 of July 2:

Page 15 – Table 2:
Col. 1 – *Trading Areas: the word (Foreign) should follow Northern Europe.*
Col. 3 – *The penultimate figure should read* 5675 *not* 5673.
Page 16 – Table 3:
Col. 12 – *The figure appertaining to Greenock should read* 185 *not* 183.
Table 4:
Col. 10 – *The figure appertaining to London should be* 288 *not* 228.
Col. 13 – *The figure concerning Belfast should read* 739 *not* 729.
Page 17 – Table 5:
Col. 1 – *Add the words 'Coasting trade – Great Britain' above the first line.*
Col. 8 – *The second figure should read* 2722 *not* 2272.
Col. 9 – *The penultimate figure should be* 509 *not* 507.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

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Quarterly at 7s. 6d. a year, post free:

Synthetic Resins and Plastics Materials for January-March 1965.

shops and department stores rose by a further £21 million in May to a total of £1,178 million at the end of the month.

Shops

Sales on hire purchase and other instalment credit terms by durable goods shops in May were, as in April, little different from those in the corresponding period last year, the furniture group continuing to show a rise of around 5 per cent and the other main category, comprising radio and electrical, etc., shops, gas and electricity showrooms, showing a small fall, as in April. Sales by department stores on instalment credit terms were much the same in May as a year earlier.

Total instalment debt owing to durable goods shops as a whole, which had been declining under seasonal influences in the previous four months, rose slightly in May to a total of £323 million at the end of the month.

Finance Houses

Total new credit advanced on hire purchase and other instalment credit terms by finance houses in May was at the same level as in the previous two months. Last year also the May figure was much the same as that for April, but in previous years business in May was normally higher than in April.

Compared with a year earlier, new credit extended in May was about one-tenth higher. Credit for new cars was about one-eighth higher, while for used cars, the largest category, the rise was about 15 per cent.

Total instalment debt owing directly to finance houses rose by a further £19 million during the month to a total of £826 million.

Note: For notes on the statistics and figures for earlier periods see *Board of Trade Journal* of February 12 and June 11, 1965.

Table 2—Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended			Repayments	Change in Debt	
	By Shops (a)	By Finance Houses	Total		Unadjusted	Seasonally adjusted
1961	248	574	822	833	−11	
1962	271	490	761	808	−47	
1963	295	558	853	781	+72	
1964	314	711	1,025	869	+156	
1961 1st Qtr.	55	151	206	208	− 2	+ 9
2nd Qtr.	59	179	238	217	+21	+ 3
3rd Qtr.	63	141	204	208	− 4	− 7
4th Qtr.	71	103	174	200	−26	−16
1962 1st Qtr.	56	117	173	219	−46	−35
2nd Qtr.	62	140	202	203	− 1	−16
3rd Qtr.	70	128	198	194	+ 4	+ 1
4th Qtr.	83	105	188	192	− 4	+ 3
1963 1st Qtr.	60	115	175	186	−11	+ 2
2nd Qtr.	68	160	228	196	+32	+17
3rd Qtr.	77	148	225	199	+26	+22
4th Qtr.	90	135	225	200	+25	+31
1964 1st Qtr.	*74	166	240	212	+28	+45
2nd Qtr.	69	204	273	218	+55	+36
3rd Qtr.	75	181	256	214	+42	+41
4th Qtr.	96	160	256	225	+31	+34
1965 1st Qtr.	71	185	256	232	+24	+44

* Fourteen weeks.
(a) Durable goods shops and department stores; not including other instalment credit retailers.

(Tables continued on page 80)

Gold and convertible currency reserves during June

THE TREASURY announce that the gold and convertible currency reserves fell by £24 million to stand at £997 million on June 30, 1965. During the month loan service payments on the ECA and MSA loans, amounting to £3 million, were made to the United States. There was some recourse during the month to the swap facility with the Federal Reserve Bank of New York.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

British Chambers of Commerce Overseas

(Telegraphic Addresses follow in italic)

ARGENTINE – British Chamber of Commerce in the Argentine Republic, Bartolome Mitre 441, Buenos Aires. *'Cambrit', Baires.*
BELGIUM AND LUXEMBOURG – British Chamber of Commerce for Belgium and Luxembourg, 204 Rue Royale, Brussels. *Brichacom.*
BRAZIL – British Chamber of Commerce in Brazil (Inc.), Rua da Conceicao 105, 22nd Floor, Groups 2201-2203, Rio de Janeiro, Caixa Postal 56-2C.-00, Rio de Janeiro. *Chambrit, Rio de Janero.*
British and Commonwealth Chamber of Commerce in Sao Paulo, Rua Barao de Itapetininga 275-7, Sao Paulo, Caixa Postal 1621, Sao Paulo, *Britchamb, Sao Paulo.*
CHILE – British Chamber of Commerce in the Republic of Chile (Inc.), Bandera 227-4, Piso-Of. 11/12, Casilla 536, Santiago. *Chambrit, Santiago.*
EGYPT – British Chamber of Commerce of Egypt (evacuated), 16 Catherine Place, London, S.W.1.
FRANCE – British Chamber of Commerce, France (Inc.), 6, rue Halevy (Place de l'Opera), (Paris 9°). *Britomerce.*
Marseilles Regional Council of the British Chamber of Commerce, 2 rue Beauvau, Marseilles (1°) B.du R.
Bordeaux Regional Council of the British Chamber of Commerce, 25 Cours du Marechal Foch, Bordeaux.
GERMANY – British Trade Council, The Secretariat, c/o Commercial Department, British Embassy, Bonn.
GREECE – British Hellenic Chamber of Commerce, 23 Amerikis Street, Athens.
INDONESIA – British Chamber of Commerce in Indonesia, Kali Besar Barat 1 (Second Floor), P.O. Box 543, Djakarta-Kota.
IRAQ – British Commercial Society in Baghdad, P.O. Box 43, Baghdad.
ISRAEL – Anglo-Israel Chamber of Commerce (Israel), 82 Allenby Road, Tel-Aviv. P.O. Box 1127, Tel-Aviv.
ITALY – British Chamber of Commerce for Italy, 1/3 Via Tarchetti, Milan. *Britaly, Milan.*
JAPAN – British Chamber of Commerce, c/o Price Waterhouse & Co., Naka 9th Building, 14 Marunouchi, 2-Chome, Chiyoda-ku, Tokyo. P.O. Box 797, Central, Tokyo.
MEXICO – British Chamber of Commerce in Mexico, Plaza de la Republica 43-303, Mexico 1, D.F.
MOROCCO – British Chamber of Commerce for Morocco, Place du 16 Novembre, Casablanca. *Britcommer.*
NETHERLANDS – Anglo-Dutch Trade Council, 45 Raamweg, The Hague.
PORTUGAL – British Chamber of Commerce in Portugal, Rue Victor Cordon 4, Lisbon, 2.
Madeira – British Chamber of Commerce Inc., 13 Rua 5 de Janho, Funchal.
SPAIN – British Chamber of Commerce for Spain, Marques de Valdeiglesias 3, Madrid, 14 *and* Paseo de Gracia 11, Barcelona, 7. *Britcom.*
Canary Islands – British Chamber of Commerce Inc., P.O. Box 72, Las Palmas.
SWEDEN – British-Swedish Chamber of Commerce in Sweden, Hovslagargaten 5b, Stockholm C.
SWITZERLAND – British Swiss Chamber of Commerce, 1 St. Peter Strasse, Zurich, 1, *and* 1 Galeries Benjamin Constant, Lausanne. *Britannica.*
THAILAND – British Chamber of Commerce, 1041/1 Silom Road, Bangkok.
TUNIS – British Chamber of Commerce, 7 Place de la Victoire, Tunis.
TURKEY – British Chamber of Commerce of Turkey, Necati Bey Caddesi 110, Buldanlioglu Han No. 2, Galata, Istanbul.
UNITED STATES – British-American Chamber of Commerce, 355 Lexington Avenue, New York, 17, N.Y. *Briemcha, New York.*
British-American Chamber of Commerce of the Pacific Southwest, 643 South Flower Street, Los Angeles, 13, California.
British-American Chamber of Commerce of the Midwest, Suite 935, 209 South La Salle Street, Chicago 3, Illinois.
British-American Chamber of Commerce, 310 Sansome Street, San Francisco, 4, California.
URUGUAY – British Chamber of Commerce, Calle Cerrito 420, P. 6 Esc. 605, Montevideo. *Britchamb, Montevideo.*

Further information about these Chambers of Commerce can be obtained from the Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4. (Telephone City 7211.)

Principal Commonwealth Chambers of Commerce

AUSTRALIA – Associated Chambers of Commerce of Australia, 79 London Circuit, City Canberra, A.C.T. *Asbercom, Canberra.*
CANADA – Canadian Chamber of Commerce Inc., Room 530, Board of Trade Building, Montreal, 1. *Canchamber.*
CEYLON – Ceylon Chamber of Commerce Inc., Chamber of Commerce Building, P.O. Box 274, Colombo. *Chamber.*
CYPRUS – Cyprus Chamber of Commerce and Industry, Astir Building, Ariadnis Street 23a, P.O. Box 55, Nicosia. *Chamber.*
EAST AFRICA – Association of Chambers of Commerce and Industry of Eastern Africa, P.O. Box 470, Nairobi. *Aschamcom.*
FEDERATION OF MALAYA – The Federated Malay States Chamber of Commerce, P.O. Box 192, Hong Kong and Shanghai Bank Building, Kuala Lumpur. *Commerce.*
GHANA – Ghana National Chamber of Commerce, P.O. Box 2325, Accra.
INDIA – Associated Chambers of Commerce of India, Royal Exchange, Calcutta, 1. *Assocham.*
MALAWI – Malawi Chamber of Commerce, P.O. Box 153, Blantyre, Malawi.
NEW ZEALAND – Associated Chambers of Commerce of New Zealand, Dumbarton Building, 185 Willis Street, Wellington, *Vigilance.*
NIGERIA – Association of Chambers of Commerce in Nigeria, 35/37 Martins Street, P.O. Box 109, Lagos. *Commerce, Lagos.*
NORTHERN RHODESIA – Commercial and Industrial Association of Northern Rhodesia, P.O. Box 844, Lusaka, Northern Rhodesia.
PAKISTAN – Karachi Chamber of Commerce and Industry, Chamber of Commerce Building, Wood Street, Box No. 4833, Karachi, 2. *Assochap.*
SIERRA LEONE – Chamber of Commerce of Sierra Leone, P.O. Box 502, Freetown.
SOUTHERN RHODESIA – Associated Chambers of Commerce of Rhodesia, Chamber of Mines Building, 47 Gordon Avenue, Salisbury, S. Rhodesia, P.O. Box 1934.
WEST INDIES–Incorporated Chambers of Commerce of the British Caribbean, c/o Barbados Chamber of Commerce, Barbados.

Further information about the Chamber of Commerce movement in the Commonwealth can be obtained from Federation of Commonwealth and British Chambers of Commerce, 69 Cannon Street, London, E.C.4. (Telephone: City 4444, Ext. 118).

British Business Organizations Overseas

AUSTRALIA – Australia/British Trade Association, 138, Flinders Street, Melbourne, C.1 *Ausbritman, Melbourne.*
CANADA – British Trade Centre, 100 University Avenue, Toronto. *Britcan, Toronto.*
British Trade Centre, Arrowhead Building, 2100 Drummond Street, Montreal. *Cabmavan.*
NEW ZEALAND – United Kingdom Manufacturers' and New Zealand Representatives' Association (U.K.M.A.N.Z.R.A.), 310 D.L. Building, Customhouse Quay, Wellington, C.1. *Transtrade.*
PERU – Peruvian-British Trade Centre, Camana 993, Fourth Floor, Lima.
SOUTH AFRICA – British Manufacturers' and Representatives' Association, 701/703, Southern House, corner Fox and Rissik Streets, P.O. Box 3264, Johannesburg. *Union.*
VENEZUELA – Anglo-Venezuelan Trade Association and the British Trade Promotion Centre, Apartado Del Este 5713, Edificio Sokoa, Oficina 7, Plaza Chacaito, Caracas. *Britrade, Caracas.*

Table 3—Retailers: Instalment Credit Sales of Selected Kinds of Business.
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)								Furniture Shops						Other Durable Goods Shops									
	Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)		Multiples (b) (£99)		Radio and electrical, etc., goods shops: Total (£82)		Radio and electrical, etc., goods shops: Multiples (c) (£37)		Radio and electrical, etc., goods shops: Independents (d) (£45)	
1962 Year	105	+5	99	—2	110	+ 9	107	+ 7	101	+1	104	+4	98	— 2	109	+ 9	113	+13	107	+ 6	115	+15	99	— 1
1963 Year	114	+8	101	+3	124	+13	111	+ 4	102	+2	108	+4	97	— 1	125	+15	133	+18	124	+16	144	+25	107	+ 8
1964 Year	116	+2	100	—1	126	+ 2	119	+ 7	107	+4	114	+5	100	+ 3	124	— 1	134	+ 1	110	—11	123	—15	101	— 6
1964 2nd quarter	107	Nil	90	—3	118	+ 1	109	+ 6	97	Nil	107	+4	87	— 4	116	— 1	126	— 1	105	— 8	118	—15	94	— 1
3rd quarter	112	—5	95	—7	123	— 5	118	— 2	103	—1	109	—2	98	Nil	119	— 1	132	— 7	97	—24	106	—31	91	—16
4th quarter	138	+1	122	Nil	148	+ 1	141	+ 5	134	+ 7	144	+8	125	+ 6	140	— 4	151	— 3	122	—16	127	—24	118	— 7
1965 1st quarter	106	Nil	98	+5	110	— 4	113	+ 4	97	+5	92	—3	102	+14	113	— 5	122	— 4	93	—21	93	—33	93	— 7
1965 January	107	—2	108	+7	104	— 8	113	+ 2	103	+8	90	—8	115	+24	109	— 9	113	— 8	95	—25	90	—37	98	—13
February	104	—3	92	Nil	111	— 6	107	— 2	96	+4	98	+2	94	+ 6	110	— 9	119	— 9	90	—24	89	—37	90	— 8
March (a)	108	+4	95	+7	115	+ 1	119	+10	93	+4	88	—3	98	+12	119	+ 2	131	+ 3	94	—14	98	—25	91	Nil
April	105	Nil	96	+5	112	— 2	106	— 4	102	+5	102	—4	101	+16	109	— 3	118	— 1	93	—15	99†	—20	88	— 9
May	108	+2	91	Nil	117	+ 3	122	+ 8	101	+6	107	+4	95	+ 8	111	— 2	123	+ 2	94	—10	104	— 9	85	—12

Kind of Business (H.P. and other instalment credit sales in 1961: £ million)	Other selected kinds of business: Department Stores* (£54)		Other General Stores (e) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (f) (£673)	
1962 Year	104	..	..	..	..	..	..	..	..	..
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1964 2nd quarter	95	..	..	..	..	..	..	..	..	..
3rd quarter	103	..	..	..	..	..	..	..	..	..
4th quarter	139	..	173	..	193	..	132	..	158	..
1965 1st quarter	87	..	108	..	140	..	71	..	103	..
1965 January	91	..	109	..	99	..	63	..	100	..
February	83	..	103	..	135	..	68	..	109	..
March (a)	88	..	113	..	177	..	80	..	126	..
April	100	..	115	..	142	..	89	..	116	..
May	99	—1	120	..	170	..	97	..	126	..

(a) Average of five weeks.
(b) Comprises electricity and gas showrooms, multiple radio and electrical shops (including multiple radio or television hire shops).
(c) As (b) except that electricity and gas showrooms are excluded.
(d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers.
(f) Comprises durable goods shops (including co-operative societies durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).
*The inclusion of sales on budget accounts, etc., as from April 1964 (as noted in the Journal of July 10, 1964, page 77) has evidently changed the seasonal pattern of instalment credit sales of department stores, particularly at the turn of the year. In consequence the comparison of a current month's sales with those for the corresponding month a year earlier when that month is prior to May 1964 appears unreliable; for example, a very high increase for the December comparison and the counterbalancing decrease for the January comparison. Monthly percentage changes are not therefore given until May 1965.
†Revised figure.

Finance houses: new instalment credit extended

Table 4

Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (£59 million) (a)		Other goods (£33 million)		All goods (£574 million)	
1962 Year	97	— 3	86	—14	77	—23	62	—39	93	— 7	77	—23	91	— 9	89	—11	87	—13	86	—15
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1964 2nd quarter	205	+22	150	+36	110	+23	84	+ 7	135	+ 1	108	+29	165	+53	99	+ 7	130	+33	142	+27
3rd quarter	173	+27	137	+30	90	+15	83	+10	132	+10	116	+ 9	149	+45	85	—14	115	+22	126	+22
4th quarter	141	+20	110	+24	90	+10	56	+17	92	+18	107	+18	156	+48	94	—12	139	+31	112	+19
1965 1st quarter	192	+16	134	+21	97	+ 2	53	— 1	94	+ 8	76	—16	179	+32	74	—31	146	+12	129	+11
1965 January	155	+ 7	98	+ 4	88	— 4	38	— 6	60	— 9	76	—22	144	+10	77	—37	141	+ 5	104	— 2
February	182	+15	135	+20	91	+ 1	52	— 9	90	+ 7	75	— 2	175	+26	67	—31	139	+12	125	+11
March	240	+23	170	+35	113	+ 9	68	+11	133	+18	76	—20	217	+60	78	—23	159	+21	157	+23
April	232	+11	179	+19	112	— 1	85	+13	155	+12	88	—27	176	+ 5	75	—27	162	+14	157	+ 8
May	224	+12	172	+15	112	+ 3	88	+ 1	164	+26	91	+ 4	205	+22	72	—28	178	+43	157	+11

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Insurance companies in 1964

DUE TO a technical error the tables 1 to 4 in the article on investment and assets held by insurance companies published on pages 18-20 of the *Board of Trade Journal* of July 2, contained a number of errors and should be ignored. Corrected tables are published below and overleaf:

Table 1 Transactions at cash values in assets of insurance companies, 1962, 1963 and 1964

£ million

Assets	Life Funds					General Funds					Combined Funds				
	Net investment 1962	Net investment 1963	1964			Net Investment 1962	Net Investment 1963	1964			Net investment 1962	Net investment 1963	1964		
			Assets acquired	Assets realized	Net investment			Assets acquired	Assets realized	Net investment			Assets acquired	Assets realized	Net investment
Public sector securities:															
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years	— 2	+ 22	84	91	— 7	— 3	— 4	12	9	+ 3	— 5	+ 18	96	100	— 4
Over 5 and up to 10 years	— 80	— 23	47	61	— 14	— 5	— 9	10	19	— 9	— 85	— 32	58	81	— 23
Over 10 and up to 15 years	— 39	+ 22	66	113	— 47	— 1	+ 3	13	10	+ 3	— 41	+ 25	79	122	— 43
Over 15 years	+243	+ 66	426	279	+147	+ 23	— 2	10	10	—	+266	+ 64	435	289	+147
Undated	+ 14	+ 23	74	62	+ 12	— 1	— 1	—	—	—	+ 13	+ 22	74	62	+ 12
Local authorities, etc., securities	+ 13	+ 25	31	31	—	+ 8	+ 3	8	6	+ 2	+ 21	+ 28	39	37	+ 3
Total of public sector securities	+149	+136	729	637	+ 92	+ 21	— 10	53	54	— 1	+170	+126	782	691	+ 91
Other investments:															
Company securities:															
Ordinary shares	+ 75	+119	233	91	+142	+ 11	—	33	19	+ 14	+ 86	+119	266	110	+156
Preference shares	+ 8	+ 22	25	12	+ 13	+ 1	+ 1	3	2	+ 1	+ 9	+ 23	28	14	+ 14
Debentures, etc.	+ 97	+145	227	44	+184	+ 2	+ 1	10	5	+ 5	+ 99	+146	238	49	+189
Mortgages and loans:															
Home – House purchase loans	+ 58	+ 32	124	74	+ 49	+ 2	+ 2	7	4	+ 3	+ 60	+ 34	131	79	+ 53
Other mortgages and loans	+ 48	+ 59	121	43	+ 78	—	— 1	5	1	+ 4	+ 47	+ 58	127	45	+ 82
Overseas	+ 2	+ 1	3	1	+ 2	+ 1	—	1	1	—	+ 2	+ 1	4	2	+ 1
Overseas government, etc., securities	— 4	+ 2	12	14	— 2	— 2	+ 3	11	9	+ 2	— 6	+ 5	23	24	— 1
Land, property and ground rents	+ 50	+ 60	70	14	+ 57	+ 1	+ 2	7	5	+ 2	+ 51	+ 62	78	19	+ 59
Other investments	+ 2	— 1	1	1	—	—	—	4	1	+ 3	+ 2	— 1	5	2	+ 3
Total of other investments	+336	+440	816	294	+522	+ 16	+ 7	81	47	+ 34	+353	+447	898	342	+556
Total of investments	+484	+576	1,544	931	+614	+ 38	— 3	134	101	+ 33	+523	+573	1,680	1,033	+646
Cash and short-term assets	+ 5	+ 1			+ 16	— 15	+ 6			+ 12	— 10	+ 7			+ 28
Agents' balances, etc.	+ 17	+ 9			+ 1	+ 30	+ 28			+ 11	+ 47	+ 37			+ 12
Total net investment	+506	+586			+631	+ 53	+ 31			+ 56	+560	+617			+686

— =nil or less than £·05 million.

Table 2 Financial assets held by insurance companies

£ million

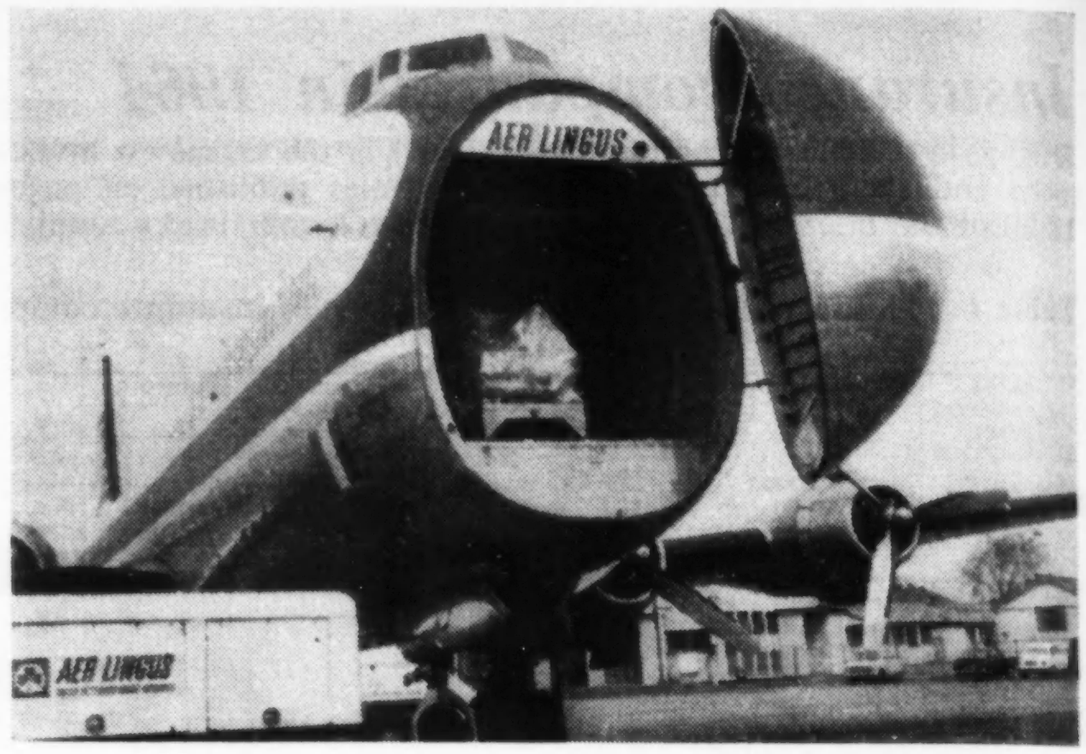
Assets	Life Funds				General Funds				Combined Funds			
	At Dec. 31, 1961	At Dec. 31, 1962	At Dec. 31, 1963	At Dec. 31, 1964	At Dec. 31, 1961	At Dec. 31, 1962	At Dec. 31, 1963	At Dec. 31, 1964	At Dec.31, 1961	At Dec. 31, 1962	At Dec. 31, 1963	At Dec. 31, 1964
Public sector securities at nominal values:												
British government and government guaranteed securities:												
Period to maturity:												
Up to 5 years	8	10	38	37	26	21	22	30	33	31	60	67
Over 5 and up to 10 years	141	73	94	73	59	65	58	53	200	138	152	126
Over 10 and up to 15 years	243	199	188	172	35	39	40	39	279	237	228	210
Over 15 years	857	1,088	1,148	1,279	72	79	69	57	929	1,166	1,217	1,336
Undated	345	372	414	440	13	10	13	9	358	381	427	449
United Kingdom local authorities, etc., securities:												
Period to maturity:												
Up to 5 years	39	35	36	38	12	11	10	13	51	46	46	51
Over 5 and up to 10 years	47	50	52	58	6	11	15	15	53	61	67	72
Over 10 and up to 15 years	55	69	82	87	4	9	8	8	58	77	90	95
Over 15 years and undated	167	166 (1)	177 (2)	167 (3)	9	7	8	6	176	173 (1)	185 (2)	173 (3)
Total of public sector securities	1,902	2,060	2,230	2,352	236	251	242	228	2,138	2,311	2,472	2,580
Other assets at book values:												
Company securities: (4)												
Ordinary shares	1,302	1,399	1,538	1,731	160	173	194	203	1,462	1,572	1,732	1,933
Preference shares	331	339	357	364	31	33	37	35	362	371	395	399
Debentures, etc.	817	911	1,057	1,240	70	70	72	73	886	981	1,128	1,313
Mortgages and loans:												
Home-house purchase loans	634	685	719	768	28	31	30	32	662	715	749	800
Other mortgages and loans	388	450	508	587	23	16	17	17	411	467	525	603
Overseas	13	14	16	17	8	7	7	9	21	21	23	26
Overseas government, etc., securities	82	77	76	77	24	35	38	42	106	112	115	119
Land, property and ground rents	619	670	729	795	56	61	66	56	675	730	795	851
Other assets	31	24	26	28	13	15	17	21	44	39	43	49
Total of other assets	4,216	4,569	5,025	5,606	413	440	479	488	4,629	5,009	5,504	6,094
Total of above assets	6,118	6,629	7,255	7,958	649	691	721	716	6,767	7,320	7,976	8,674
Cash and short-term assets	46	50	55	69 (5)	70	56	65	77 (5)	116	106	120	146 (5)
Agents' balances, etc.	89	106	115	116	127	157	185	196	216	263	300	312
Total assets	6,253	6,785	7,425	8,143	846	904	972	989	7,099	7,689	8,397	9,132

(1) Includes £12 million of undated securities.
(2) Includes £14 million of undated securities.
(3) Includes £16 million of undated securities.
(4) The figures for combined life and general funds include £245 million at end 1962, £269 million at end 1963 and £299 million at end 1964 of securities of companies registered overseas. Of these amounts, £124 million (1962), £137 million (1963) and £157 million (1964) represented common stocks of United States companies; the balance consisted very largely of securities of companies registered in Canada and the overseas sterling area. Holdings of securities of companies registered in other countries, including Europe, totalled only £14 million at end 1962, £19 million at end 1963 and £21 million at end 1964.
5) Revised figures.

Table 3 Pattern of investment of life insurance funds (1)

Assets	Percentage of Totals					
	Holdings of Assets			Net Investment in Assets		
	Dec. 31, 1961	Dec. 31, 1963	Dec. 31, 1964	1962	1963	1964
British government and government guaranteed securities	25	25	25	27	19	14
United Kingdom local authorities, etc., securities	5	5	4	3	4	—
Company securities:						
Ordinary shares	21	21	21	15	20	23
Preference shares	5	5	4	2	4	2
Debentures, etc.	13	14	15	19	25	29
Mortgages and loans	17	17	17	21	16	20
Land, property and ground rents	10	10	10	10	10	9
Other investments (including overseas government, etc., securities)	2	1	1	—	—	—
Cash and short-term assets	1	1	1	1	1	3
Agents' balances, etc.	1	1	1	3	2	—
Total	100	100	100	100	100	100
Value in £ million	6,253	7,425	8,143	506	586	631

(1) British government and government guaranteed securities and UK local authorities, etc., securities are at nominal values; other assets are at book values. Net investment in assets is at cash transaction values.



An Alfa-Laval vacuum centrifuge equipment for the treatment of insulating oil being loaded on to an Aer Lingus Carrier at London Airport for the first stage of its journey to the United States. The Alfa-Laval Company Ltd., of Brentford, Middlesex say that this equipment is the largest single piece of machinery which Aer Lingus has flown across the Atlantic. Its destination was the De Laval Separator Co., New York.

Table 4 Transactions at cash values in assets of insurance companies

£ million

Assets	Life Funds					General Funds					Combined Funds				
	Net Investment 1st qtr. 1964	Net Investment 4th qtr. 1964	1st quarter, 1965			Net Investment 1st qtr. 1964	Net Investment 4th qtr. 1964	1st quarter, 1965			Net Investment 1st qtr. 1964	Net Investment 4th qtr. 1964	1st quarter, 1965		
			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment
Public sector securities:															
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years	+ 6·3	— 3·5	25·9	37·5	— 11·6	+ 1·0	+ 0·5	4·6	8·8	— 4·2	+ 7·3	— 2·9	30·5	46·3	— 15·8
Over 5 and up to 10 years	— 1·0	— 11·8	29·0	24·7	+ 4·3	— 2·7	— 1·4	6·7	5·0	+ 1·6	— 3·7	— 13·1	35·7	29·7	+ 6·0
Over 10 and up to 15 years	— 5·4	— 46·0	39·0	22·8	+ 16·3	+ 2·5	+ 1·8	4·1	3·7	+ 0·5	— 2·8	— 44·2	43·2	26·4	+ 16·7
Over 15 years	— 1·7	+ 92·6	78·0	63·1	+ 14·9	— 0·6	— 2·1	2·7	2·2	+ 0·5	— 2·3	+ 90·5	80·7	65·3	+ 15·4
Undated	+ 7·4	— 4·0	16·3	18·3	— 2·0	— 0·2	+ 0·1	0·2	0·1	+ 0·1	+ 7·2	— 3·9	16·6	18·4	— 1·9
United Kingdom local authorities, etc., securities	+ 1·1	— 3·9	21·7	7·6	+ 14·1	+ 0·9	+ 1·4	3·6	3·3	+ 0·3	+ 2·0	— 2·5	25·3	10·9	+ 14·4
Total of public sector securities	+ 6·8	+ 23·5	210·0	174·0	+ 36·0	+ 0·9	+ 0·3	21·9	23·1	— 1·1	+ 7·7	+ 23·8	231·9	197·0	+ 34·8
Other investments:															
Company securities:															
Ordinary shares	+ 40·5	+ 26·7	44·0	19·2	+ 24·8	— 1·0	+ 6·3	8·9	3·0	+ 5·9	+ 39·5	+ 33·0	52·9	22·3	+ 30·7
Preference shares	+ 2·0	+ 1·0	2·6	1·5	+ 1·1	+ 0·5	— 0·1	1·1	0·3	+ 0·8	+ 2·4	+ 0·9	3·7	1·8	+ 1·9
Debentures, etc.	+ 58·2	+ 42·7	64·9	10·5	+ 54·4	+ 1·0	+ 1·3	1·8	1·1	+ 0·7	+ 59·2	+ 44·0	66·8	11·6	+ 55·1
Mortgages and loans:															
Home – House purchase loans	+ 11·3	+ 17·2	35·4	15·6	+ 19·9	+ 1·2	+ 0·6	1·5	1·0	+ 0·5	+ 12·4	+ 17·8	36·9	16·6	+ 20·4
Other mortgages and loans	+ 20·8	+ 26·6	35·9	14·4	+ 21·5	— 0·1	+ 0·6	0·8	0·2	+ 0·5	+ 20·6	+ 27·3	36·7	14·7	+ 22·0
Overseas	+ 0·2	+ 0·3	0·5	0·2	+ 0·3	+ 0·1	— 0·1	1·2	0·2	+ 1·0	+ 0·3	+ 0·3	1·6	0·4	+ 1·3
Overseas government, etc., securities	+ 1·7	— 1·3	1·3	2·6	— 1·3	+ 1·1	+ 0·8	1·4	1·7	— 0·3	+ 2·8	— 0·6	2·7	4·3	— 1·6
Land, property and ground rents	+ 12·1	+ 21·3	26·4	4·1	+ 22·2	+ 0·3	+ 0·1	1·4	0·5	+ 0·9	+ 12·4	+ 21·4	27·7	4·6	+ 23·1
Other investments	— 0·1	+ 0·2	0·1	0·1	— 0·1	+ 0·4	+ 2·3	0·1	0·1	—	+ 0·3	+ 2·5	0·2	0·2	—
Total of other investments	+146·6	+134·7	211·1	68·3	+142·8	+ 3·5	+ 11·7	18·2	8·2	+ 10·0	+150·1	+146·5	229·2	76·4	+152·8
Total of investments	+153·4	+158·2	421·0	242·3	+178·8	+ 4·4	+ 12·1	40·1	31·2	+ 8·9	+157·8	+170·2	461·1	273·5	+187·6
			Balances					Balances					Balances		
			Dec. 31, 1964	Mar. 31, 1965				Dec. 31, 1964	Mar. 31, 1965				Dec. 31, 1964	Mar. 31, 1965	
Cash and other short-term assets:															
Cash in hand and with U.K. banks	— 9·1	+ 3·4	39·8	23·8	— 16·0	+ 0·3	—	37·6	37·2	— 0·4	— 8·9	+ 3·4	77·4	61·0	— 16·4
UK local authority bills and temporary money	+ 11·7	— 15·7	23·7	25·3	+ 1·6	+ 5·0	— 1·9	11·1	11·2	+ 0·1	+ 16·7	— 17·6	34·9	36·5	+ 1·7
Other short-term assets	+ 5·7	— 5·8	3·6	5·7	+ 2·1	+ 3·2	+ 0·1	25·5	23·0	— 2·5	+ 8·9	— 5·7	29·1	28·8	— 0·3
Total cash and other short-term assets	+ 8·3	— 18·1	67·1	54·8	— 12·3	+ 8·5	— 1·8	74·3	71·5	— 2·8	+ 16·7	— 19·9	141·4	126·3	— 15·1
Total net investment	+161·6	+140·1			+166·5	+ 12·9	+ 10·3			+ 6·1	+174·5	+150·3			+172·6

— =nil or less than £·05 million.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Private Pension Funds in 1964

THIS IS the third annual article covering the transactions of and assets held by self-administered private pension funds – that is, funds of industrial and commercial companies and non-profit-making bodies which do not operate through insurance companies. Nearly 300 funds are now co-operating in the Board of Trade's statistical inquiries into their holdings of assets at the end of the year and their transactions each quarter. These funds are estimated to hold about three-quarters of the total assets of all self-administered private pension funds.

This article gives estimates of investment by private pension funds during 1964 and of assets held at the end of 1964, together with comparable figures for earlier years. It also gives estimates of transactions during the first quarter of 1965.

The statistics of holdings of assets previously published have given a detailed analysis of assets held at the end of the year only for those funds which responded in full to a particular annual inquiry, although the grand totals have included estimates for funds which were not included in the inquiry or did not respond in full. Table 2 gives a detailed analysis of holdings of assets at the end of 1962, 1963 and 1964 by all self-administered private pension funds, excluding funds of co-operative societies, by making allowance for those funds which are not included in the sample or have not responded in full to the inquiries. These allowances have been made by assuming that the pattern of holdings of funds not contributing to the inquiries is similar to that of funds of similar size which do contribute. In future, statistics of holdings of assets will be grossed-up in this way each year; statistics of transactions in assets have been grossed-up in this way since the first quarter of 1964 (see *Board of Trade Journal*, July 10, 1964).

Transactions in assets in 1964

Table 1 gives estimates of total net investment by private pension funds in 1964 with separate figures for funds in three size groups (those with assets of over £25 million, those with assets of between £1 million and £25 million and those with assets of less than £1 million). Funds of co-operative societies are excluded from these estimates, but some information on them is given in a footnote.

Total net investment by private pension funds (excluding co-operative societies) was £239 million in 1964. Investment in public sector securities made up only about 1½ per cent of this total: company securities accounted for nearly 74 per cent of the investment and changes in cash and other short-term assets just under 20 per cent of total net investment. There was a marginal disinvestment in Government securities during the year (minus £0.6 million), an increase of £10 million in long-dated securities being offset in other categories of Government securities. The pattern of investment among the funds of different sizes was broadly similar, although the smaller funds showed a slightly greater tendency to invest in public sector securities. Funds with assets of less than £1 million had just under 8 per cent of their total net investment in public sector securities. Large funds (with assets of over £25 million) had a disinvestment of £3 million of public sector securities and showed a proportionately greater increase in cash and short-term assets than other funds.

Holding of assets

Table 2 shows the analysis of holdings of assets of private pension funds (excluding co-operative societies) at the end of 1964, with comparable figures for 1962 and 1963. Funds which co-operated in the inquiries were asked where possible to show holdings of marketable securities at market prices and about 85 per cent of the holdings were so valued. The remaining approximately 15 per cent of assets were valued on a different basis, either at book values or cost. From previous special inquiries on the relation between book and market values of assets it is estimated that market values are on average about 20 per cent higher than book values. Therefore if all funds had given assets at market values, the total might have been some £65 million or so higher than the figure shown in Table 2.

A comparison of the pattern of holdings at the end of 1964 with that of previous years shows the continuing decline of holdings of public sector securities as a proportion of total assets. Public sector securities now represent about a quarter of total assets (£735 million out of £2,985 million), compared with company securities which represent about 65 per cent of the total. Among company securities, debentures have become of increasing importance, representing 15 per cent of total assets at the end of 1964 compared with 13 per cent at the end of 1962. Cash and other short-term assets represented a slightly higher proportion of total assets at the end of 1964 than at the end of the previous two years.

There are slight differences in the pattern of holdings of funds of different size. Small funds (with assets of less than £1 million) had proportionately larger holdings of public sector securities and of cash and other short-term assets. Large funds (with assets of over £25 million) had proportionately larger holdings of company securities. Funds with assets of between £1 million and £25 million had proportionately lower holdings of public sector securities than other funds.

The changes in the pattern of holdings between the end of 1963 and the end of 1964 reflect a number of factors besides the amount of new money invested during the year. Since the bulk of the funds valued their holdings of securities at market prices, the figures reflect changes in prices quoted on the Stock Exchange. Security prices were generally lower at the end of 1964 than at the end of 1963, giving a downward tendency to the change in the value of assets held. In contrast, equity prices generally rose during 1963 and were reflected in the substantial rise in the value of assets between the end of 1962 and the end of 1963.

Transactions in the first quarter of 1965

Table 3 shows purchases and sales of assets by private pension funds (excluding co-operative societies) during the first quarter of 1965, together with quarterly estimates of net investment during 1964. Total net investment at £66 million was about 20 per cent higher than during the first quarter of 1964, although slightly below the high level during the fourth quarter of 1964. There was a net investment of £19 million in public sector securities, fractionally higher than in the fourth quarter of 1964. Medium and long dated Government securities showed significant increases. Net investment in company securities at £50 million was above the level during the latter half of 1964 and almost back to the level of the first half of 1964. Debentures, in particular, showed an increase of £19 million which was higher than any quarterly increase during 1964. Net investment in ordinary shares at £30 million was above the level of the fourth quarter of 1964, although still below the level of the first half of 1964. Mortgages and loans were virtually unchanged, and the slow disinvestment in overseas securities continued. Cash and other short-term assets fell during the first quarter of 1965 (by £7 million) after rising fairly continuously throughout 1964.

Pension funds of co-operative societies

Statistics of assets of Co-operative Societies pension funds are shown in a footnote to Table 2. These are derived mainly from the reports of the Registrar of Friendly Societies, statistics published by the Co-operative Union and from discussions with officials of the Co-operative movement.

Notes and definitions

The statistics relate to the self-administered pension and superannuation funds of the private sector, including those of companies and non-profit making bodies. Respondents are asked to make returns covering financial assets of funds whose investment policy is managed from within the United Kingdom, including the funds of any subsidiary companies. Some undertakings operate two or more pension funds; such funds have been treated as single funds in the statistics.

Funds which operate primarily through insurance companies and funds of local authorities, public corporations or central government are not included. All funds with assets of £1 million or more have contributed to the enquiries, although not all of them have been able to give fully detailed statistics. About 1 in 5 of funds with assets of £0.1 million but less than £1 million contribute to the statistics, while funds with assets below £0.1 million are not approached. Estimates have been made of quarterly transactions of and assets held by funds not included in the sample or which did not respond.

Short term assets are those maturing within one year of originating date including loans payable at lender's option within one year of the date of issue. They include Treasury bills and local authority bills and temporary money. Balances due to stockbrokers on securities sold for future settlement have been deducted from short term assets.

Totals in the tables are not always equal to the sum of their components because of rounding.

Table 1. Net investment in 1964 by size of pension fund (1)

£ million

Assets	Net investment by funds with total assets of: Under £1 million	Between £1-25 million	Over £25 million	Total Net investment	Percentage of total net investment
Public sector securities:					
British government and government guaranteed securities					
Period to maturity:					
Up to 5 years	— 0·7	— 1·4	+ 0·4	— 1·7	— 0·7
Over 5 and up to 10 years	— 0·2	— 3·3	— 2·4	— 5·9	— 2·5
Over 10 and up to 15 years	— 1·2	— 1·1	— 0·3	— 2·6	— 1·1
Over 15 years	+ 4·5	+ 8·7	— 3·2	+ 10·0	4·2
Undated	— 0·4	— 1·0	+ 1·0	— 0·4	— 0·2
Local authority, etc., securities:					
Quoted:					
Period to maturity:					
Up to 10 years	— 0·2	— 0·5	+ 0·2	— 0·5	— 0·2
Over 10 and up to 15 years	+ 0·7	— 0·8	— 0·1	— 0·2	— 0·1
Over 15 years and undated	+ 0·1	+ 0·6	+ 0·5	+ 1·2	0·5
Unquoted	+ 1·7	+ 0·9	+ 0·8	+ 3·5	1·5
Total of public sector securities	+ 4·3	+ 2·2	— 3·1	+ 3·4	1·4
Other investments:					
Company securities:					
Ordinary shares	+ 26·0	+48·4	+ 59·0	+133·3	55·8
Preferential shares	+ 1·2	—	+ 0·3	+ 1·6	0·6
Debentures, etc.	+ 9·3	+16·3	+ 15·6	+ 41·3	17·2
Mortgages and loans	+ 0·4	+ 1·1	+ 0·3	+ 1·8	0·7
Overseas government, etc., securities	— 0·2	— 2·6	— 1·4	— 4·1	— 1·8
Other investments	+ 1·3	+ 4·4	+ 10·0	+ 15·7	6·6
Total of other investments	+38·0	+67·6	+ 83·8	+189·5	79·2
Total of investments	+42·3	+69·8	+ 80·8	+192·9	80·6
Cash and other short-term assets:					
Cash in hand and with United Kingdom banks	—	+ 1·6	— 0·4	+ 1·1	0·5
United Kingdom local authority bills and temporary money	+ 5·0	+ 8·6	+ 19·2	+ 32·7	13·7
Other short-term assets	+ 0·8	+ 3·7	— 0·3	+ 4·1	1·8
Short-term liabilities	+ 2·9	+ 1·4	+ 4·0	+ 8·3	3·5
Total net cash and other short-term assets	+ 8·7	+15·2	+ 22·5	+ 46·3	19·4
Total net investment	+51·0	+85·0	+103·2	+239·2	100·0

(1) Excluding funds of co-operative societies, the net addition to which is estimated at £2 million per quarter, mainly invested with parent societies. The figures include estimates for other private self administered pension funds not contributing to the quarterly inquiries.

Table 2. Assets held by private pension funds 1962, 1963 and 1964 (1)

£ million (percentages of totals in brackets)

Assets	1962 Funds with total assets of: Under £1 million	Between £1-25 million	Over £25 million	Total assets end-1962
Public sector securities:				
British government and government guaranteed securities	90·9 (23·4)	211·7 (22·1)	303·6 (27·8)	606·2 (24·8)
United Kingdom local authority securities	32·0 (8·2)	57·2 (6·0)	48·2 (4·4)	137·4 (5·6)
Total of public sector securities	122·9 (31·6)	268·9 (28·0)	351·8 (32·2)	743·6 (30·4)
Other assets:				
Company securities:				
Ordinary shares	170·9 (44·0)	423·2 (44·1)	515·1 (47·1)	1,109·2 (45·5)
Preference shares	13·2 (3·4)	31·6 (3·3)	23·5 (2·2)	68·3 (2·8)
Debentures, etc.	45·9 (11·8)	143·0 (14·9)	126·2 (11·6)	315·1 (12·9)
Mortgages and loans	5·5 (1·4)	21·5 (2·2)	12·9 (1·2)	39·9 (1·6)
Overseas government, etc., securities	6·8 (1·8)	21·6 (2·3)	23·4 (2·1)	51·8 (2·1)
Other investments	5·0 (1·3)	33·2 (3·5)	25·2 (2·3)	63·4 (2·6)
Total of other assets	247·2 (63·7)	674·1 (70·3)	726·3 (66·5)	1,647·6 (67·5)
Cash and other short-term assets, net	18·3 (4·7)	16·0 (1·7)	14·5 (1·3)	48·8 (2·0)
Total assets	388·4 (100·0)	959·0 (100·0)	1,092·6 (100·0)	2,440·0 (100·0)

£ million (percentages of totals in brackets)

Table 2, *continued*

Assets	1963 Funds with total assets of: Under £1 million	Between £1-25 million (2)	Over £25 million (2)	Total assets end-1963
Public sector securities:				
British government and government guaranteed securities	98·6 (21·7)	204·8 (19·7)	317·2 (22·8)	620·6 (21·5)
United Kingdom local authority securities	33·3 (7·3)	64·9 (6·3)	60·7 (4·4)	158·9 (5·5)
Total of public sector securities	131·9 (29·1)	269·7 (26·0)	377·9 (27·2)	779·5 (27·0)
Other assets:				
Company securities:				
Ordinary shares	205·0 (45·2)	456·4 (44·0)	708·7 (51·0)	1,370·1 (47·5)
Preference shares	15·1 (3·3)	40·0 (3·9)	28·8 (2·1)	83·9 (2·9)
Debentures, etc.	61·8 (13·6)	175·0 (16·9)	175·8 (12·6)	412·6 (14·3)
Mortgages and loans	8·7 (1·9)	30·3 (2·9)	14·4 (1·0)	53·4 (1·9)
Overseas government, etc., securities	10·3 (2·3)	21·4 (2·1)	26·9) 1·9)	58·6 (2·0)
Other investments	2·7 (0·6)	20·8 (2·0)	44·1 (3·2)	67·6 (2·3)
Total of other assets	303·6 (66·9)	744·1 (71·7)	998·7 (71·8)	2,046·2 (70·9)
Cash and other short-term assets, net	18·0 (4·0)	24·1 (2·3)	15·1 (1·1)	57·2 (2·0)
Total assets	453·5 (100·0)	1,037·9 (100·0)	1,391·7 (100·0)	2,882·9 (100·0)

£ million (percentages of totals in brackets)

Assets	1964 Funds with total assets of: Under £1 million	Between £1-25 million	Over £25 million	Total assets end-1964
Public sector securities:				
British government and government guaranteed securities	93·8 (19·1)	197·5 (18·1)	290·2 (20·6)	581·5 (19·5)
United Kingdom local authority securities	34·2 (7·0)	62·5 (5·7)	56·9 (4·1)	153·6 (5·1)
Total of public sector securities	128·0 (26·0)	260·0 (23·8)	347·1 (24·8)	735·1 (24·6)
Other assets:				
Company securities:				
Ordinary shares	223·4 (45·5)	483·6 (44·3)	714·4 (50·9)	1,421·4 (47·6)
Preference shares	15·9 (3·2)	31·4 (2·9)	27·8 (1·9)	75·1 (2·5)
Debentures, etc.	70·8 (14·4)	192·2 (17·6)	189·3 (13·5)	452·3 (15·2)
Mortgages and loans	9·4 (1·9)	33·6 (3·1)	10·0 (0·7)	53·0 (1·8)
Overseas government, etc., securities	7·3 (1·5)	17·5 (1·6)	25·2 (1·8)	50·0 (1·7)
Other investments	7·8 (1·6)	38·3 (3·5)	53·1 (3·8)	99·2 (3·3)
Total of other assets	334·5 (68·1)	796·7 (73·0)	1,019·9 (72·7)	2,151·1 (72·0)
Cash and other short-term assets, net	29·0 (5·9)	34·3 (3·2)	35·4 (2·5)	98·7 (3·3)
Total assets	491·5 (100·0)	1,091·0 (100·0)	1,402·4 (100·0)	2,984·9 (100·0)

(1) Excluding funds of co-operative societies which amounted to £108 million in 1962, £117 million in 1963 and £126 million in 1964.* The figures include estimates for other private self-administered pension funds not contributing to the annual inquiries.

(2) The sum of the two columns 'between £1-25 million' and 'over £25 million' for 1963 are comparable with the sum of the two corresponding columns for 1962, but separately the columns are not since there were five more funds, each with total assets of over £25 million at the end of 1963, (22) than there were at the end of 1962 (17). These five funds had total assets between them of £112 million at the end of 1962 and £132 million at the end of 1963. They were included in the size group 'between £1-25 million' in the 1962 figures. There was no change in the number of funds each with total assets of over £25 million between 1963 and 1964.

*It is estimated that the £117 million in 1963 and the £126 million in 1964 were made up of:

	1963 (£ million)	1964 (£ million)
British Government securities	7·1	7·7
United Kingdom local authority securities	10·5	10·1
Ordinary shares	4·0	3·3
Preference shares	0·5	1·0
Debentures, etc.	1·0	1·6
With parent societies	94·0	102·0
	117·1	125·7

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of H.M. Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

Table 3. Net investment in assets by private pension funds (1)

Assets	Year 1963	Net Investment 1964 1st quarter	1964 2nd quarter	1964 3rd quarter	1964 4th quarter	Year 1964	Transactions 1st quarter 1965 Assets acquired	Assets realized	Net investment
Public sector securities:									
British government and government guaranteed securities:									
Period to maturity:									
Up to 5 years	— 17·3	— 3·5	+ 1·6	— 0·2	+ 0·4	— 1·7	6·3	5·6	+ 0·7
Over 5 and up to 10 years		— 3·5	—	— 2·8	+ 0·4	— 5·9	10·9	5·1	+ 5·8
Over 10 and up to 15 years		— 0·1	— 0·8	— 3·4	+ 1·7	— 2·6	10·3	9·5	+ 0·8
Over 15 years		— 8·6	— 4·9	+ 7·5	+16·0	+ 10·0	30·9	23·4	+ 7·5
Undated		+ 1·2	— 0·2	— 1·4	—	— 0·4	1·2	2·2	— 1·0
United Kingdom local authority, etc., securities:									
Quoted:									
Period to maturity:	+ 14·5								
Up to 10 years		+ 1·6	— 0·7	— 0·2	— 1·3	— 0·5	2·7	2·7	—
Over 10 and up to 15 years		— 0·2	+ 0·3	— 0·3	—	— 0·2	2·8	2·4	+ 0·4
Over 15 years and undated		+ 1·3	+ 0·3	— 0·5	+ 0·1	+ 1·2	6·6	2·5	+ 4·1
Unquoted	+ 1·3	+ 0·6	+ 1·8	—	+ 1·1	+ 3·5	4·2	3·2	+ 1·0
Total of public sector securities	— 1·5	—11·2	— 2·5	— 1·4	+18·5	+ 3·4	75·9	56·5	+19·4
Other investments:									
Company securities:									
Ordinary shares	+134·2	+35·4	+39·3	+33·9	+24·7	+133·3	41·8	11·5	+30·3
Preference shares	+ 1·5	+ 0·6	+ 0·6	+ 0·5	— 0·1	+ 1·6	1·2	0·8	+ 0·4
Debentures, etc.	+57·4	+14·7	+ 9·9	+11·0	+ 5·7	+ 41·3	25·7	6·8	+18·9
Mortgages and loans	+ 3·3	+ 1·9	+ 0·7	— 1·2	+ 0·4	+ 1·8	3·6	3·7	— 0·1
Overseas government, etc., securities	+ 0·3	— 0·6	— 1·2	— 1·0	— 1·3	— 4·1	0·5	1·7	— 1·2
Other investments	+17·7	+ 2·1	+ 4·3	+ 4·4	+ 4·9	+ 15·7	5·2	0·1	+ 5·1
Total of other investments	+214·4	+54·1	+53·6	+47·6	+34·1	+189·5	78·1	24·6	+53·5
Total of investments	+212·9	+42·8	+51·1	+46·2	+52·7	+192·9	154·0	81·0	+72·9
							Balances Dec. 31, 1964	Mar. 31, 1965	
Cash and other short-term assets:									
Cash in hand and with United Kingdom banks	+ 1·5	—10·0	+ 2·4	— 2·6	+11·3	+ 1·1	42·0	31·9	—10·0
United Kingdom local authority bills and temporary money		+14·5	+ 2·2	+ 9·1	+ 6·9	+ 32·7	49·4	56·4	+ 7·0
Other short-term assets		+ 1·6	+ 0·6	+ 2·5	— 0·6	+ 4·1	28·2	28·8	+ 0·6
Short-term liabilities		+ 6·0	— 0·3	+ 2·4	+ 0·2	+ 8·3	7·6	11·7	— 4·1
Total net cash and other short-term assets	+ 1·5	+12·2	+ 4·9	+11·4	+17·8	+ 46·3	111·9	105·4	— 6·5
Total net investment	+214·5	+55·0	+56·0	+57·7	+70·5	+239·2			+66·4

(1) Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, July, 2, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				British	
The Luck of Ginger Coffey	Br/E 30449	100	June 28	British Lion Films Ltd.	Crawley Films Ltd., Ottawa, Canada.
Look at Life Series 26:					
A Policeman's Lot	Br/E 30450	9	June 28	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Movietone News 1881A	Br/E 29944	8	June 29	Twentieth Century-Fox-Film Co., Ltd.	British Movietonews Ltd.
Pathe News 65-52	Br/E 29996	8	June 29	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Young in Heart	Br/E 30504	24	June 29	Hillcrest Productions Ltd.	Glasgow Films Ltd., for Films of Scotland.
Mining Review No. 11 18th Year	Br/E 30507	11	July 1	Data Film Distributors Ltd.	National Coal Board.
The Brigand of Kandahar	Br/E 30508	81	July 1	Warner-Pathe Distributors Ltd.	Hammer Film Productions Ltd.
Traitor's Gate	Br/E 30509	80	July 1	Columbia Pictures Corp. Ltd.	Summit Film Productions Ltd.
Movietone News 1882	Br/E 30371	7	July 2	Twentieth Century-Fox-Film Co. Ltd.	British Movietonews Ltd.
Pathe News 65-53	Br/E 30451	8	July 2	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Dr. Who and the Daleks	Br/E 30512	83	July 2	Regal Films International Ltd.	Aaru Productions Ltd.
				Foreign	
Harlow	F 30447	125	June 28	Paramount Film Service Ltd.	A Joseph E. Levine Production.
Vendetta	F 30448	108	June 28	Warner-Pathe Distributors Ltd.	Pro. Artis. Iberich. S.A. Una Production, Madrid.
Go, Go, Go, World	F 30505	84	July 1	Compton-Cameo Films Ltd.	Atlantica Cinematografica, Rome.
Image of Love	F 30506	95	July 1	Contemporary Films Ltd.	Raab and Stoumen Productions Inc.
Adventures of the Bengal Lancers	F 30510	96	July 2	Eagle Films Ltd.	Filmes-Fono Roma, Rome and Olympic Producciones Cinematograficas, Madrid.
Arm of Fire	F 30511	90	July 2	,, ,,	Dorica Film, Rome, P.E.A. Naples, Unicite and Les Films Jacques Leittienne, Paris.
Jungle Adventurer	F 30513	87	July 2	Leap Film Distributors Ltd.	Interfilm S.p.A., Rome.

CORRECTION TO THE REGISTER:
The particulars of the film 'Sandokan the Great' (F.30190) which was registered on March 19, 1965, have been corrected to show the makers as Filmes, Rome and C.F.F.P., Paris

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Rise in manufacturing industry's capital expenditure confirmed

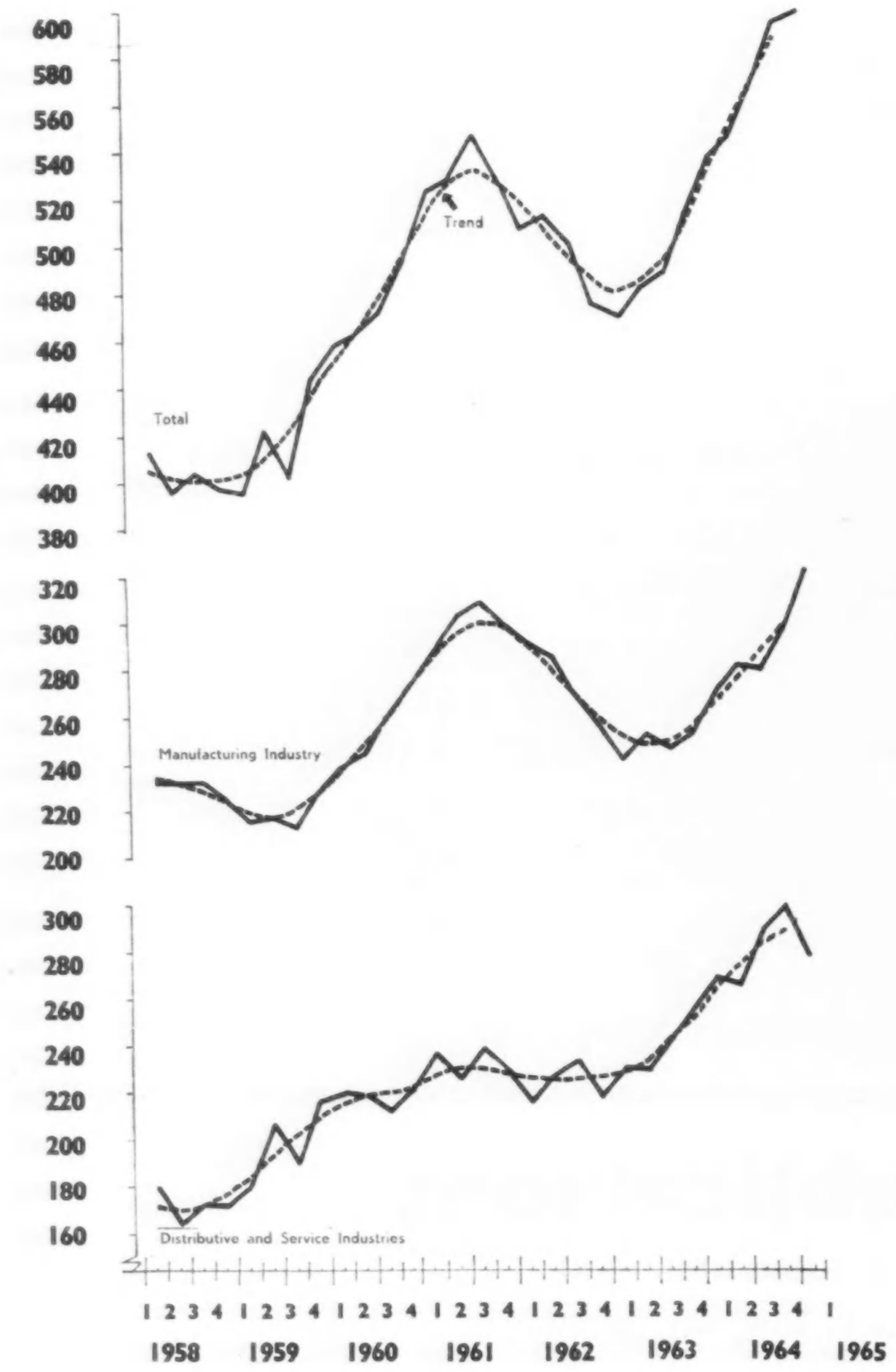
REVISED ESTIMATES for the first quarter of 1965 confirm that the volume of industry's capital expenditure (at 1958 prices, seasonally adjusted) was only about 1 per cent higher than in the previous quarter. Manufacturing industry's expenditure is now estimated to have increased by 9 per cent, while the distributive and service industries, including shipping, show a fall of 7 per cent. Expenditure increased by about 5 per cent on new building work and by 4 per cent on plant and machinery; on vehicles including ships there was a substantial fall, but excluding ships the figure rose by about 5 per cent.

Manufacturing industry

The increase of 9 per cent on the previous quarter in the seasonally adjusted figures continued the upward movement of the past two years. This increase was the highest quarterly change recorded for several years; but it is not at the moment possible to say whether this large change indicates some sharpening of the underlying rate of increase, for the series is liable to move irregularly, as the chart shows. Expenditure increased by 9 per cent on new building work, 16 per cent on vehicles, and 8 per cent on plant and machinery.

Detailed figures relating to the first quarter's expenditure of individual industry groups appear in Table 2; these figures move irregularly and quarterly changes may not always be significant. The principal contributions to the increase in capital expenditure were made by the vehicles, engineering, paper, and food, drink and tobacco industries.

Industry's fixed capital expenditure
at 1958 prices seasonally adjusted



Distributive and service industries

Revised estimates for the first quarter show the volume of expenditure (at 1958 prices, seasonally adjusted) falling by 7 per cent from the previous quarter. Amost the whole of this decrease is accounted for by the shipping industry. The detailed figures for industry groups in Table 3 show that the distributive and service industries, excluding shipping, had a fall in capital expenditure of one per cent. The heavy fall in the shipping industry's expenditure is mainly due to the irregular occurrence of large progress and other payments, and the low figure in the first quarter is to some extent balanced by the high figure of the preceding quarters. In other industries changes from the previous quarter were comparatively minor. Expenditure on new building work in the distributive and service trades increased by about 2 per cent; for vehicles the sharp fall is due to the decrease in the shipping industry, and excluding ships the figure of expenditure increased slightly (by about one per cent). For plant and machinery the decrease exceeded 5 per cent.

Expected expenditure in 1965 and 1966

Companies who gave the Board of Trade estimates at the end of 1964 for their expected expenditure in 1965 and 1966 were asked in May if they intended to spend more or less than they had previously estimated. Contributing companies were asked to give answers in the form 'more', 'same', or 'less', without any figures. The result of this enquiry can only be interpreted very broadly since, in particular, it is only the second of this nature. They provide no evidence that since the end of last year companies have, in the aggregate, significantly changed the plans then declared.

These plans led to estimates (published in the *Board of Trade Journal* of January 22, 1965) that private industry and commerce (manufacturing industry together with distributive and service trades) were expecting to spend on capital account about 10 per cent more in 1965 than in 1964, and that intentions for investment in 1966 were about the same as or possibly somewhat greater than those for 1965.

The British Ambassador to Yugoslavia, Sir Duncan Wilson (right), is greeted by Mr. S. Despotovic, of Interkomerc, Yugoslavia, at a recent Rank Taylor Hobson reception in Belgrade, which marked the arrival of their travelling 'measurement centre'. The mobile centre, a new 30ft. vehicle equipped with precision instruments that measure such things as roundness and surface texture in millionths of an inch, is on a 5,000-mile problem-solving tour of factories in Europe. It has visited Czechoslovakia, Rumania, Bulgaria, Yugoslavia, Austria and Germany, and is now on its way to Italy.

Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total*†	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b) *	Distributive and Service Industries (c) †		New Building Work	Vehicles†	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	873	1,889	533	457	899
1961	1,195	929	2,124	631	435	1,058
1962	1,098	899	1,997	626	386	985
1963	993	963	1,956	594	427	935
1964	1,118	1,125	2,243	664	512	1,067
1959 1st quarter	215	180	395	111	91	193
2nd quarter	216	206	422	111	110	201
3rd quarter	212	190	402	111	92	199
4th quarter	228	216	444	127	110	207
1960 1st quarter	238	220	458	133	112	213
2nd quarter	244	219	463	129	117	217
3rd quarter	261	212	473	133	111	229
4th quarter	273	222	495	138	117	240
1961 1st quarter	286	237	523	149	118	256
2nd quarter	302	226	528	159	104	265
3rd quarter	308	238	546	159	114	273
4th quarter	299	228	527	164	99	264
1962 1st quarter	291	217	508	158	96	254
2nd quarter	284	229	513	160	101	252
3rd quarter	267	235	502	165	95	242
4th quarter	256	218	474	143	94	237
1963 1st quarter	240	231	471	143	101	227
2nd quarter	254	232	486	149	103	234
3rd quarter	247	241	488	148	106	234
4th quarter	252	259	511	154	117	240
1964 1st quarter	267	269	536	155	125	256
2nd quarter	279	266	545	160	123	262
3rd quarter	278	290	568	167	133	268
4th quarter	294	300	594	182	131	281
1965 1st quarter	320	278	598	191	116	291
2nd quarter						
3rd quarter						
4th quarter						

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 56 per cent of total capital expenditure in 1960. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

* Revised to take account of amended mineral oil refining figures for 1963 and 1964. † Revised to take account of amended information on changes in the prices of ships.

For other footnotes, see end of article.

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining *	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering, Shipbuilding, and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries*			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	137·3	24·6	141·8	117·0	219·2	91·3	84·6	73·5	103·8	993·1	264·7	77·6	650·8
1964	157·3	25·4	174·3	102·1	246·9	80·3	125·3	80·2	126·3	1,118·1	311·6	89·3	717·2
1960 1st quarter	30·2	4·2	33·4	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	4·3	31·3	42·3	55·9	19·5	21·7	15·4	21·9	243·9	62·4	18·5	162·9
3rd quarter	33·4	3·4	34·5	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	3·4	35·3	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·0	33·6	33·7	55·6	22·1	20·9	17·0	21·8	239·8	63·1	16·9	159·8
2nd quarter	33·9	6·0	36·6	31·7	56·5	24·3	20·0	19·4	25·3	253·7	68·0	19·9	165·8
3rd quarter	35·3	6·8	35·4	25·7	55·2	22·4	20·7	19·5	26·1	247·1	66·1	20·3	160·7
4th quarter	37·0	7·8	36·2	25·9	51·9	22·5	23·0	17·6	30·6	252·5	67·5	20·5	164·5
1964 1st quarter	38·2	8·4	38·3	24·7	61·3	20·2	28·5	19·2	27·9	266·7	74·2	23·0	169·5
2nd quarter	39·1	6·4	41·7	24·8	63·5	22·0	31·0	19·1	31·9	279·5	78·3	23·0	178·2
3rd quarter	42·3	5·2	43·4	25·5	61·1	16·6	30·5	21·8	31·3	277·7	75·6	22·2	179·9
4th quarter	37·7	5·4	50·9	27·1	61·0	21·5	35·3	20·1	35·2	294·2	83·5	21·1	189·6
1965 1st quarter	43·3	4·7	54·9	25·7	67·6	27·4	37·2	25·1	34·1	320·0	91·4	24·5	204·1
2nd quarter													
3rd quarter													
4th quarter													

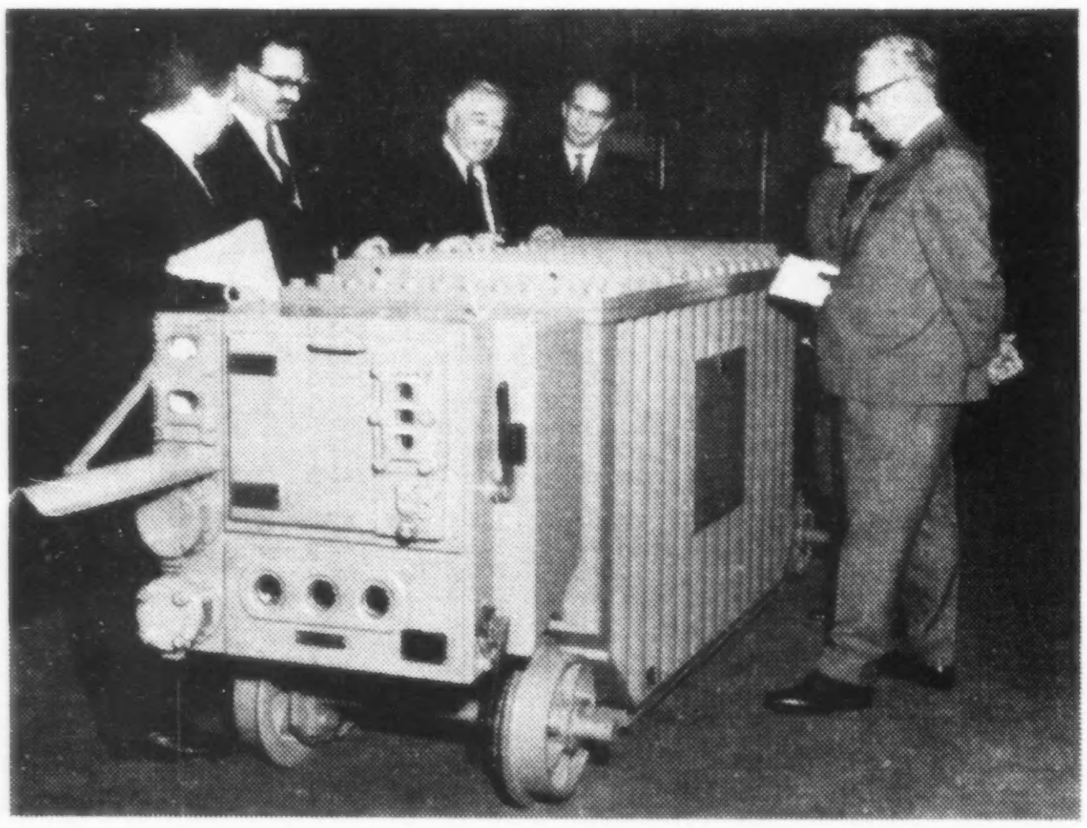
* Mineral Oil Refining figures for 1963 and 1964 have been amended.

Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a) (c) (d) £ million

Period	ANALYSIS BY INDUSTRY GROUP					ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Shipping*	Other Industries	Total *			
	Standard Industrial Classification							
	810, 831, 832	820	704	XVII, Part of XIX, XXI, Part of XXII, and XXIII.	XVII, Part of XIX, XX, Part of XXI, Part of XXII, and XXIII.	Building Work	Vehicles *	Plant and Machinery
1958	73	130	147	338	688	204	307	177
1959	92	163	161	376	792	236	346	210
1960	100	175	158	440	873	270	381	222
1961	105	195	126	503	929	313	363	253
1962	116	187	104	492	899	328	324	247
1963	126	204	85	548	963	329	350	284
1964	145	240	124	616	1,125	352	423	350
1960 1st quarter	22	43	40	115	220	70	95	55
2nd quarter	25	43	43	108	219	67	98	54
3rd quarter	26	44	38	104	212	64	92	56
4th quarter	27	45	37	113	222	69	96	57
1961 1st quarter	28	44	39	126	237	75	99	63
2nd quarter	27	47	27	125	226	78	85	63
3rd quarter	26	52	31	129	238	79	96	63
4th quarter	24	52	29	123	228	81	83	64
1962 1st quarter	25	52	26	114	217	78	79	60
2nd quarter	27	48	33	121	229	81	86	62
3rd quarter	33	46	22	134	235	91	80	64
4th quarter	31	41	23	123	218	78	79	61
1963 1st quarter	29	52	23	127	231	80	84	67
2nd quarter	32	47	18	135	232	81	83	68
3rd quarter	31	51	22	137	241	82	86	73
4th quarter	34	54	22	149	259	86	97	76
1964 1st quarter	36	58	27	148	269	81	102	86
2nd quarter	34	62	28	142	266	82	100	84
3rd quarter	35	60	36	159	290	91	111	88
4th quarter	40	60	33	167	300	98	110	92
1965 1st quarter	37	61	15	165	278	100	91	87
2nd quarter								
3rd quarter								
4th quarter								

* Shipping figures have been revised.

ECSC VISIT HEBBURN



A section of the Working Party on Electricity of the European Coal and Steel Community who recently visited the Hebburn works of A. Reyrolle & Co. Ltd., looking at one of the company's mobile sub-stations. The mobile sub-station consists of a wheel-mounted Parson's transformer controlled by Reyrolle air-break, flame-proof switchgear. Left to right are; Mr. E. P. Siddall, overseas engineer, A. Reyrolle & Co. Ltd., Mr. D. E. Fox, HM Principal Electrical Inspector for Mines and Quarries, Ministry of Power, M. Logelain, Chairman of the Working Party and Chief Electrical Inspector for Mines and Quarries, Belgium, M. Coeuillet, chief engineer of a group of mines and quarries in France, M. Kuchlenz and Miss A. Weige interpreters with the party, and M. Omers, chief engineer, Orange Nassau Group of Mines, Holland.

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry * (b)	Distributive and Service Industries (c)	Total *
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	863	1,884
1961	1239	934	2,173
1962	1,168	927	2,095
1963	1,074	993	2,067
1964	1,244	1,172	2,416
1960 1st quarter	221	212	433
2nd quarter	236	212	448
3rd quarter	271	202	473
4th quarter	293	237	530
1961 1st quarter	273	233	506
2nd quarter	304	223	527
3rd quarter	331	230	561
4th quarter	331	248	579
1962 1st quarter	286	218	504
2nd quarter	294	232	526
3rd quarter	290	235	525
4th quarter	298	242	540
1963 1st quarter	241	234	475
2nd quarter	268	235	503
3rd quarter	269	242	511
4th quarter	296	282	578
1964 1st quarter	273	272	545
2nd quarter	304	273	577
3rd quarter	311	292	603
4th quarter	356	335	691
1965 1st quarter	337	291	628
2nd quarter			
3rd quarter			
4th quarter			

* Mineral Oil Refining figures for 1963 and 1964 have been amended.

Notes relating to Tables 1, 2, 3 and 4.

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 . Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872–Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
July 15 .	Machine tools and machine tool spares, woodworking and milling machines, compressors, pneumatic tools, photographic equipment, general stores, test instrument, trailer vans.	Technical Stores Depot, Old Dalby, Leics. *Sale at Melton Mowbray.*	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).
July 20 .	Excavators, crawler tractors, bulldozers, and angledozers, mobile cranes, fork lift trucks, tractors and breakdown vehicles, heavy duty trucks, limousines, saloons, estate cars, land rovers, Austin 'Champs,' load carrying and dual purpose vehicles, hydraulic tippers, mobile tankers, tank transporting and other trailers, plant ancillaries and spares, B.S.A., Douglas, Matchless, Triumph and Velocette solo motor cycles.	Ordnance Storage and Disposal Depot, Ruddington, Nr. Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
August 10 .	Plant and equipment and miscellaneous stores including: machine tools, pneumatic hand drills and grinders, M.T. accessories, furniture, textiles, clothing, water supply and electrical equipment, etc.	Ordnance Disposal Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1965	Stores	Location	Auctioneers
July 14-15 .	Miscellaneous stores and equipment – mostly furniture in small individual lots, including:	Royal Air Force, Yatesbury . . .	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

office tables, metal and wooden lockers, Suffolk, dining; fireside and Windsor chairs; leather, wicker, adjustable and wooden armchairs; leather settees; wooden cupboards; oak wardrobes; bookcases; stools, blackboards; refectory tables; mirrors; curtains; medicine cupboards; card tables; dustbins; dexine racking benches; occasional tables; oak bedside lockers; folding tables; single iron bedsteads; feather pillows; single coir mattresses, etc.

July 22 .	Miscellaneous stores and equipment, including:	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2053 and 4211).

Clothing and equipment: Airmen's greatcoats, jackets, blouses and trousers, aircrew blouses and trousers, padded trousers, khaki drill clothing, raincoats, warrant officers' greatcoats, officers' raincoats, woollen pullovers, socks and stockings, shirts and collars, pants and vests, navy blue clothing, P.V.C. jerkins, outer coats, kapok coats, duffel coats, rubberized coats, cold weather clothing, groundsheets, oilskin clothing, flying clothing including partial pressure suits, electrically heated suits, air ventilated suits, lightweight suits, gauntlets and electrically heated gloves; airmen's caps and berets, W.R.A.F. clothing, webbing equipment including packs and haversacks, kit bags, air travel bags, mess tins, water bottles, steel helmets, respirator face pieces, etc.

Footwear: Brown ankle boots, fur-lined flying boots, black leather flying boots, black boots and shoes, women's black shoes, fireman's boots, motor cycle boots, cold weather boots, kerosene boots, knee boots, overboots, canvas shoes, electrically heated bootees, leather soles, insoles, etc.

Electrical equipment: Electric motors, generators and alternators, rectifiers, regulators, invertors and convertors, transformers, condensers, armatures, magnetic relay switches, batteries, cable, various lamps, electric fans, meters and a large quantity of small spares.

Cameras and photographic equipment: Aircraft cameras of various types, supermatic cameras, Agiflex cameras, enlargers, epidiascopes, magnifiers, various lenses, cone lenses, glazing drums, developing trays, chemicals, film and bromide paper, etc.

General stores: Ball and roller bearings, aircraft wheels, brake units, friction plates, pressure plates and plate carriers, hydraulic equipment, reservoirs, actuators, fire extinguishers, rubber dinghies, office furniture, cable reels, etc.

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

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Ministry of Commerce, Northern Ireland
Chichester House,
64 Chichester Street
Belfast

Exhibitions and Fairs

Paris tableware exhibition—'the largest ever'

THE FIFTH Salon International des Industries et Arts du Feu was held at the Porte de Versailles, Paris, from June 19 to 24. Although the exhibition's duration was less than in previous years, this in no way reflects on its popularity. Experience has shown that specialized salons have, in the past, tended to be too long, all the big business being done in the first few days. This year's exhibition was, in fact, the largest ever. It covered an area of 12,000 square metres and accommodated 163 exhibitors of the finest crystal, faience, porcelain and glassware to be found in the world.

Of these exhibitors more than one quarter were foreign. They numbered 46 and came from eleven European countries. West Germany headed the list with 16 participants; next came the United Kingdom with 11, then Belgium with 4, Finland 3, Denmark, Monaco, Italy and Spain each with 2, and Czechoslovakia, Sweden, Luxembourg and East Germany each with one. Also, other manufacturers from some of these countries were represented by their agents.

As in previous years, the British manufacturers were taking part in a joint-venture scheme with financial assistance from the Board of Trade. Eight of them were members of the British Pottery Manufacturers' Federation who were active in this exhibition for the third year running, and three were members of the Glass Manufacturers' Federation which was represented for the second time.

One of the 'Potters' was exhibiting for the first time and was extremely pleased with the volume of business done. With one exception, all other British participants informed the British Ambassador and Lady Reilly, who made an extensive tour of the Salon, that they were more than satisfied with this exhibition, their sales having increased, by leaps and bounds, with each participation. Much merit for their success must go to their energetic agents who have made their products known in this difficult market. The one exception has no agent but now realises that one is necessary for expansion in France. An agent, admittedly, adds to the cost, but the extra volume of orders he places more than makes up for this.

In 1963 the British pottery industry exported £151,450 worth of tableware to France and exports for 1964 reached £222,620. Similar figures for glassware and crystal are £21,670 and £39,060 respectively. As a result of this exhibition the 1965 figures are expected to greatly surpass these amounts, and not only will exports to France benefit, but those to many other countries whose buyers come to Paris for the occasion.

Both the British Glass and Pottery Manufacturers' Federations are anxious that their participation in this Salon should be increased. Through its 'joint-venture' scheme the Board of Trade is willing to give financial assistance to members of both Federations. Particulars of the scheme can be obtained from the Federation, or from the Export Promotion and Fairs Branch of the Board of Trade.

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 93.

Tel Aviv Trade Fair

THE BOARD OF TRADE propose, provided the response from industry is sufficient, to organize a British Section at the 1966 Tel Aviv International Trade Fair. Space will be available for hire at the favourable rate of 25s. per square foot; this sum will cover rent, stand construction and general services (cleaning, security and general lighting). The charge for participants who require outdoor space will be 6s. per square foot.

Firms who wish to book space in the British Section should contact Export Promotion and Fairs Branch, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2782 or 2783).

Nothing succeeds like success

As more and more organisations decide on Harrogate for their annual Conference, the ideal geographical situation of this beautiful resort continues to play an important part in the town's success story. With fine hotel accommodation and municipal halls, backed by efficient administration to meet the demands of any Convention, Harrogate's claim to be Britain's leading Conference Centre is proved by the town's success.

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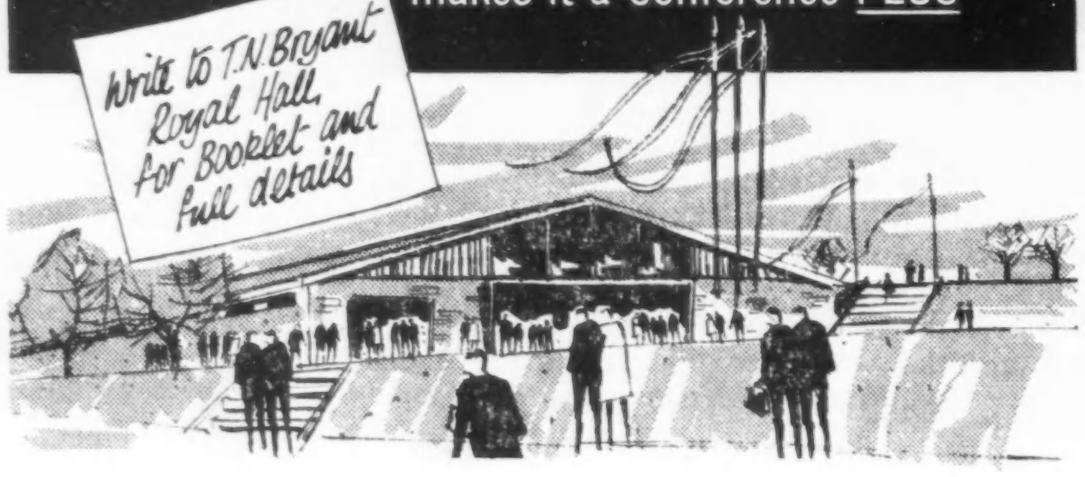

CARGO CRANE LOADED FOR HONG KONG

From July, the Ben Line is to increase – from two to three a month – its regular sailings from Grangemouth to the Far East. Pictured above at Grangemouth is 'Benmacdhui' (11,500 tons d.w.), one of the ships operating on this service. She is seen loading the machine house of a cargo crane bound for Hong Kong. The crane, manufactured by Clyde Crane and Booth Ltd., Bellshill, Lanarkshire, weighs 82 tons complete. When installed by the Hong Kong and Kowloon Wharf and Godown Company Ltd., it will be used to load and discharge Ben Line ships on their outward and homeward passages between Europe and the Far East.

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- ☐ **600,000 VISITORS** attended, including trade delegates and official buyers from 15 countries.
- ☐ **1,100 COMPANIES** displayed products ranging from building, electrical, office and photographic equipment to textile and fashion goods, vehicles, foodstuffs, furniture, metals and raw materials.

OVER 2 MILLION SQUARE FEET OF EXHIBITION AREA WILL BE AVAILABLE

The Board of Trade organised a British Pavilion at both the 1962 and 1964 Fairs. This included providing each exhibitor with a self-contained stand and a Visitors' Reception Lounge for the Pavilion.
The Board are prepared to make similar arrangements for the 1966 Fair, if sufficient interest is shown by British companies and trade associations.

Further details available from:—
The Overseas Division,
Industrial & Trade Fairs Limited,
Commonwealth House, 1-19 New Oxford Street, London, W.C.1.
Telephone: CHAncery 9011. Telegrams: Indatfa London WC1

TEL AVIV FAIR GARDENS - TEL AVIV - ISRAEL

31 UK firms display at Budapest fair

BRITAIN participated for the second consecutive year at the Budapest International Fair which was held at the City Park in Budapest recently. Thirty-four other nations also exhibited, with their own pavilions, or through individual firms.

The British Pavilion which was of imaginative design in red, black and white, was one of the most striking, and after the United States Pavilion, drew the most crowds. It is estimated that approximately half a million Hungarians visited it during the 11 days of the fair. Thirty-one British firms exhibited in or outside the pavilion compared with 18 last year, and the exhibits, which occupied over 17,300 square feet, included scientific instruments, machine tools, cosmetics, fabrics, office equipment, motor road vehicles, textile machinery and mobile cranes. Another 30 or more British firms exhibited independently in other pavilions. On the opening day Sir Ivor Pink, British Ambassador, and Mr. W. Pearce, Director of Overseas Fairs at the Board of Trade, received Mr. Jenö Fock, vice-president of the Council of Ministers, who made a tour of the pavilion and on May 24 the Ambassador and the British exhibitors gave a reception for over 400 Hungarian guests.

The British Pavilion at the Budapest Fair, 1965. Sir Ivor Pink (left), the British Ambassador, is seen receiving Mr. Jeno Fock, vice-president of the Council of Ministers, and Mr. W. T. Pearce (right), Director of Overseas Fairs at the Board of Trade.

The larger number of British firms participating this year indicates a growing interest in the Hungarian market, which is also reflected in the increasing trade between the two countries. British exports to Hungary rose from £7·3 million in 1963 to £8·5 million in 1964, and there was a corresponding increase in Hungarian exports to Britain.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Outside Europe	*July* 2	*Oct.* 1
Europe	*June* 4	*Sept.* 3
United Kingdom	*May* 7	*Aug.* 6

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1. *(Tel. Abbey* 7877, *Ext.* 3557, *Germany and Scandinavia:* 2783, *France, Italy, Benelux, Switzerland, Austria, Finland, Greece, Turkey and Middle East:* 3558, *United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

* *indicates event which is held annually at approximately the time stated.*
† *indicates event which is held alternate years at approximately the time stated.*

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on July 2, June 4 and May 7 respectively.

EUROPE

Additions

HAMBURG: BOAT SHOW – January 20-26, 1966.
* Apply, Planten and Blomen, Ausstellungspark der Freien und Hansestadt Hamburg, Am Dammtor, Hamburg 36.

BRUSSELS: BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – January 29-February 6, 1966.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1 (Tel. HUNter 1951).

ZURICH: SWISS IMPORTS FAIR – March 25-April 3, 1966.
† Apply, Schweizerische Import – Ausstellungen (ZUSPA) Nordstrasse 20, Zurich.

Display of British food and drink in Los Angeles

GROUSE, VENISON and jugged hare will be among the foodstuffs featured in the British display at the Pacific Fine Foods and Beverage Fair, in Los Angeles from July 18-21. Organized by the United Kingdom Consulate-General with assistance from the Board of Trade, the 500 sq. ft. display will bring to the notice of buyers and agents the extensive range of British food and drink not at present well known in this region.

Over 25 British firms have provided exhibits, one section of which will be devoted to English cheeses while others will include smoked meats and fish, confectionery, biscuits, jams and marmalades, sauces and relishes, jellies and soups. The fare will include rowan jelly, pheasant, smoked salmon and lobster while an international flavour will be represented by kangaroo tail, shark's fin and birds' nest soups. British beverages available will include mead, lager and wines as well as whisky, cider and, of course, tea.

For the benefit of restaurant owners and hotel representatives, the Consulate-General, in co-operation with local agents of British suppliers, has arranged a cheese-tasting party to demonstrate the wide variety of English cheeses available. This will be the seventh successive year Britain has participated in this annual trade event, which attracts a large number of food and drink importers, distributors and department and speciality store buyers.

In 1964 British exports to the USA of food and drink reached nearly £58 million – a £4 million increase over the 1963 figure.

STEG Trade Mission to Scandinavia

THE SCOTTISH Thistle Export Group is to sponsor a trade mission to Scandinavia in October.

Details of the mission remain to be finalized; it is likely, however, that the Group will base itself in first Copenhagen and secondly Stockholm, and that individual members of the main body will then travel throughout Denmark, Sweden and Norway to follow up introductions to suppliers and agents as they feel will best serve their own interests. The STEG secretariat is presently in touch with Embassies, Consulates, department stores and other wholesale and retail outlets through Scandinavia to arrange as many contacts and introductions for its members as is possible.

The decision to promote a mission in particular to Scandinavia comes as a follow-up to the successful exhibition which the Group arranged in Copenhagen last October – during the British Week held there – and to the recent Scottish Council mission to Denmark, attended by many STEG members who are also members of the Scottish Council, and who, having on that mission appointed local agents and fully examined the market potential for their products in Scandinavia, are now anxious to press home their sales attack on the Scandinavian market.

A wide range of Scottish products will be represented on the mission, from floor-coverings to stationery, wallpaper to knitwear and furniture to clan crests. However, the Group wants an even wider display than is possible from within its present membership, if this can be achieved. An invitation is extended by the Group to any other manufacturers in Scotland interested in participating in the mission to join it. Prospective new participants in the Scandinavian venture should telephone the Group at Edinburgh 4796, for further details of the mission.

Addresses of ECGD Local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters to an annual value of £1,314,000,000. *Its object is to provide, on a self-supporting basis, the cheapest form of export credit insurance possible.*
The Head Office of ECGD is at 59-67 *Gresham Street, P.O. Box* 272, *London, E.C.*2. (*Tel. Monarch* 6699, *Ext.* 271.) *The Department's local offices are as follows:*

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
L. H. Clarke, Marlon House, 71-74 Mark Lane, London, E.C.3. (Tel. Royal 3491. Telex 23164.)

London (North)
London postal districts E.C.1 and N. Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and North Hertford.
W. D. Partridge, Empire House, St. Martin's-Le-Grand, E.C.1. (Tel. Monarch 4581. Telex 263615.)

London (South)
London postal districts E.C.4., S.E. and S.W. Counties of Hants, Kent, Surrey and Sussex.
R. K. Pearson, 42-46 Weston St., S.E.1. (Tel. Hop 5011. Telex 24812).

London (West End)
London postal districts W.C.1. and 2, N.W. and W. Counties of Berks, Bucks, Middlesex, Oxford and South Herts.
J. Brown, Cunard Building, 15 Regent Street, London, S.W.1. (Tel. Whitehall 9061. Telex 24105.)

Belfast
The six counties of Northern Ireland.
J. J. Brown, 7 Donegall Square West, Belfast. (Tel. Belfast 29428. Telex 74577.)

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Staffordshire.
J. A. Bookless, Chamber of Commerce House, Harborne Road, Birmingham, 15. (Tel. Edgbaston 4375. Telex 33132.)

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
A. C. Elston, Britannia House, Bridge Street, Bradford. (Tel. Bradford 25147. Telex 51161.)

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall, and the Channel Islands.
J. A. Dorrian, DFM, Washington House, Great George Street, Bristol, 1. (Tel. Bristol 22102. Telex 44248.)

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff. (Tel. 26657. Telex 49284.)

Edinburgh
The counties of Angus, Berwick, Clackmannon, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
A. E. Beedle, 108 George Street, Edinburgh, 2.
(Tel. Caledonian 3004. Telex 72170.)

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, C.2. (Tel. Central 3056. Telex 77130.)

Leeds
The East and North Ridings of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, 1. (Tel. Leeds 30082. Telex 55232.)

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint; Western parts of Lancashire and Cheshire (including Lancaster, Preston, Wigan and Warrington), and the Isle of Man.
J. K. Sedman, India Buildings, Water Street, Liverpool, 2. (Tel. Central 5756. Telex 62537.)

Manchester
The Eastern parts of Lancashire and Cheshire (excluding Lancaster, Preston, Wigan and Warrington), and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, 2. (Tel. Central 8861. Telex 66756.)

Newcastle-upon-Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
H. Watson, District Bank Chambers, 36-38 Mosley Street, Newcastle-upon-Tyne, 1. (Tel. Newcastle 29838. Telex 53305.)

Nottingham
Counties of Leicester, Rutland and Northampton, and parts of the counties of Nottingham, Derby and Lincoln.
J. N. Smales, Equitable House, Old Market Square, Nottingham. (Tel. 46585. Telex 37566.)

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
B. T. Clark, 8-12 Furnival Gate, Sheffield, 1. (Tel. Sheffield 29151. Telex 54244.)

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
R. F. L. Martin, c/o British Consulate-General, 845 Third Avenue, New York, 22, N.Y. (Tel. Plaza 2-8400.)

Overseas Trade and Exports

THE BIGGEST MARKET—2

More support for store promotions in the United States

By The Commercial Department, British Embassy, Washington

This is the second of a series of articles on trading prospects in the United States and how Britain's exports to this vast market can be increased. The first article, 'A hard look at the world's most prosperous market', was published on June 18 last.

YOU READ A LOT about 'British Weeks' in Europe but less about the corresponding effort in the United States to promote sales of British consumer goods. Instead of multi-stores 'weeks' the programme in the United States, supported by the Board of Trade and the British Embassy, consists mainly of a series of 'hard-sell' promotions based on single department stores in major cities. (See list in *Board of Trade Journal* for March 12). This technique is the one that pays best here. In return for official encouragement and help the store undertakes to buy an extra several hundred thousand dollars' worth of British goods, and will invest heavily in advertising and promotion to sell them.

The department store plays an important rôle in American life and sells at present the bulk of our consumer goods. It is a trend-setter. Consumer surveys show that one of the main reasons why customers buy imported items is that they trust the selection and judgment of their favourite store. The department store will also use luncheons, meetings, exhibitions, elaborate displays, fashion shows, links with charities, clubs and civic groups to build up its position as a local 'institution'. To keep ahead of chain store competition and to counteract urban decay in the centre of cities where main 'downtown' stores are concentrated, these stores must constantly seek new, stylish and attractive goods. Imports help in this and are also more profitable than domestic goods. But unless we exert ourselves, the goods they buy may be Italian, German, French, Swiss, Belgian, Dutch, Israeli or Japanese. The 'image' of British goods is generally favourable, so there is nothing to prevent a notable expansion in our sales.

The present programme of department store promotions began in 1961 with an effort to pump more British goods into the neglected mid-west market. The World's Fair in Seattle then presented opportunities for more promotions. Last year another neglected area, Texas, was tackled. Stores in the east have become interested and the programme has broadened and expanded greatly.

Achievement

Much was achieved in 1964. A very crowded programme included major store-wide British promotions (two of which – in Houston, Texas, and Omaha, Nebraska – reached the proportions of 'British fortnights'), special menswear events, food promotions, fashion shows, sports car races and competitions, and unprecedented promotions of hovercraft and even aircraft. It is estimated that several millions of dollars' worth of extra purchases are directly attributable to these promotions.

Mr. Walter Krysto, display manager, HE Lord Harlech, the former British Ambassador (second left) and Mr. Cameron Thompson, president of the Jordan Marsh Company, are seen inspecting the Shakespearean Exhibit loaned by the Central Office of Information at their British Fortnight, a promotion of menswear and food products.

There is benefit in this for the importers, distributors and travel organizations on this side of the Atlantic, and for the buying houses and the British manufacturers in Britain. The main objective is firmly in mind all the time – to sell more British goods, to sell them in greater depth and ever more widely. And, at the same time, to interest the customers in Britain, in things British and, of course, in visiting Britain. Supporting events are added as appropriate – British films, documentaries, plays, art or book collections, prominent speakers and so on.

Opportunities

Though many of the finest stores in the United States have now held British promotions, we are really still only scratching the surface. Some lines may be suitable only for the top stores in major cities. But others can reach down towards the mass market and there is endless scope for expansion in that direction. The possibilities at the top end of the scale are also very far from being exhausted. Moreover, these promotions are not, or should

not be, one-shot affairs. More and more stores are, happily, repeating promotions in one form or another. This speaks for itself.

1965 prospects

The main lines of the 1965 programme have been settled. There will be store-wide wholly British events in Richmond, Va.; Rochester, NY; Toledo, Ohio and Charlotte, NC. There will be a major store promotion in Chicago. Several stores in the New York City area are mounting promotions. There will be 'repeats' in Boston, Omaha, New Orleans, Los Angeles and Pittsburgh. Import fairs with a substantial British content will be supported in a number of stores and even chains of stores.

Menswear remains one of the strongest areas in most store promotions, especially in the higher-quality stores. This year the energetic and resourceful British Menswear Guild will be sponsoring eight promotions and supporting others besides.

British fashion has been hot news over here in recent months, and the need is to turn this favourable publicity into firm orders. Efforts are being made to exploit the fashion market more systematically. A number of British designers will visit the United States in 1965.

Fine British foods continue to be specially featured, and this year the British Government will take a stand at the National Fancy Food and Confection Show in New York. Mr. Andrew Hay, as Food Adviser to the British-American Chamber of Commerce, NY, is working closely with British officials in all this.

Constant support is derived from the British Information Services, one of whose rôles it is to project Britain as a sophisticated modern industrial power producing a wide variety of fine merchandise.

The British travel organizations not only benefit from these promotions but contribute substantially to them. In almost every promotion Mrs. O. Wagner of BOAC is to be found deploying her expertise and energy, especially where fashion is concerned. Cunard and other shipping lines, British Travel Association and the other organizations play their part.

Rôle of the British-American Chamber of Commerce

The British-American Chamber of Commerce in New York has itself played an important rôle. It is surprising how many buyers and store executives do not know by any means all of the hundreds of British lines that can be bought conveniently right in New York City. Promotions serve to remedy this. Receptions have been arranged by the British Consulate-General in New York to bring the parties together, and considerable goodwill – and business – has been generated in this way.

Help from CEUSA

There is increasing support at home in Britain for our efforts here and in the field. Lord Watkinson, vigorously activating his new Committee for Exports to the United States (CEUSA) is most helpfully publicizing our work in Britain. More manufacturers, including some very substantial ones, are coming forward to offer their wares. More lines will thereby be introduced into the market. Buyers and store executives are welcomed in London and particular help is given to those mounting special British events.

How the stores do their buying

Normally a store agrees about a year ahead to mount a British promotion. These nearly always, for climatic and commercial reasons, take place in the autumn – between late September and mid-November. Let us call the event BP for short. The previous autumn the store starts planning (BP – 12 months) with this Embassy and the nearest British Consulate. First it plans to send a team of executives and buyers to New York City about the end of the year (BP – nine months) where meetings are arranged so that the many sources of British goods in New York can be fully tapped. Meanwhile (from say BP – 12 months onwards) the buying

A lease for space on the street level at 10 West 49th Street, in Rockefeller Center, was signed recently. This will provide space for the British Trade Centre sponsored by the British American Chamber of Commerce. Seated (left to right) are: G. S. Eyssell, president of Rockefeller Center, Inc.; J. Eerdmans, president of Jaguar Cars, Inc., and president of the British American Chamber of Commerce; A. Stanley Tomlinson, British Consul-General in New York; and, standing (left to right) are: J. Jacques Juncker, vice-president of Cushman & Wakefield; and W. G. Gordon Brown, manager of The Chartered Bank, which will occupy adjoining space to the Trade Centre.

house in London is ready to receive and process offers from British manufacturers. This means that everything will be ready for a team of top executives and buyers from the store visiting Britain in the appropriate buying periods from January to July (BP – eight months to BP – two months). The store's display director will probably be in Britain early in the year (BP – nine months) to secure in association with the Export Promotion and Fairs Branch of the Board of Trade special displays and pick up new ideas. While some of the buyers will be old hands, others may be new to the market. But all of them, backed up by merchandise managers and senior executives, will have more authority and spending power than on routine buying trips. So the time is ripe to sell them new lines.

Sell me more

One important buyer recently complained of Britain that 'nobody tries to *sell* me anything, they just let me buy'. I hope we can put that right this season.

Future plans

Buying is now in progress for the Autumn 1965 events. The programme for 1966 is only in embryo yet, but it is reasonably certain that it will be similar to this year's. So manufacturers who miss this year's events could plan to make offers to the buying houses in the autumn before the next wave of buyers arrives. In other words, action need not await the naming of the individual stores who will run promotions in 1966.

How to profit

How can British firms get their share of this business? Here is a six-point programme of suggestions:

1. Refer to details of the programme for 1965 and then

watch for prospects for 1966 as published in the *Board of Trade Journal*.

2. Find out (from the EP & F Branch of the Board of Trade, the export trade journals or the buying houses in London) exactly when American buyers and store executives will be in London.
3. Encourage and help your agents or representatives in the United States to support these promotions.
4. Call on these stores when you visit the United States – you should receive a special welcome – the nearest British Consulate will gladly arrange introductions.
5. If you can encourage stores who buy your goods by offering display materials, demonstrations, point of sale aids, etc., please let them or the Export Promotion and Fairs Branch of the Board of Trade know.
6. If you want more information, ask the Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1, or write to the author at the Commercial Department, British Embassy, 3100 Massachusetts Avenue, NW, Washington DC, 20008.

Postscript

The official services in the United States can exhort, cajole and persuade American stores to send more buyers to Britain and to buy more British goods; but only the manufacturer at home can ensure the complete success of this work by seeing that quality is maintained, sizing and other needs are correctly met and the goods delivered in time.

Trading with France

The editor of the *Board of Trade Journal* has received the following comments on the article written by Mr. A. T. Parker of Thomas Meadows & Co., S.A., Paris, on transport between Britain and France published in the Journal on April 9, 1965, in the supplement 'Trading with France':

From BRITISH RAILWAYS, Southern Region:
Vol. 188, *No.* 3551— *April* 9, 1965

'My attention has been drawn to the article headed 'Transport to France' which appeared in the above issue. There are certain statements relating to surface transport which I consider are misleading and should be corrected.

'On page 44 referring to running time for rail transport it says "It is necessary to add the permitted period for the sea crossing . . ." This "transit period" is the maximum time which can be taken without the railways in certain conditions incurring penalties for delay. It is not necessary to add these times to arrive at the normal journey time.

'On page 45 it refers to, "The trailers are hauled by tractors to the British port of shipment, usually Dover, and thence to either Dunkirk or Antwerp . . ." There is a ferry service from Tilbury to Antwerp, but the routing from Dover is to Dunkerque only. There is also a service from Newhaven to Dieppe.

'Further down on page 45, specimen transport costs are quoted. I have no knowledge as to where the figures provided for surface rail have been obtained; the 100 kilo charge approximates to that for "Grande Vitesse". There is also the European Part-Load Tariff between England and France operated by British Railways and SNCF which caters for this type of traffic. The charges from London, including delivery in Paris, but excluding collection in London, under this tariff are as follows:

	100 kilos	75 kilos as 80 kilos	50 kilos
Petite Vitesse	51s. 9d.	41s. 4d.	25s. 11d.
Grande Vitesse	77s. 8d.	62s. 0d.	38s. 10d.

to which must be added Customs Clearance in England 9s. 6d. and in France 16s. 10d. per consignment.'

(Signed) L. A. Dennis
Commercial Manager

Mr. F. Rose of The General Transport Co. Ltd., of London, E.C.3 has also taken up two of the points made by British Railways in a letter to the Editor, of which the following is an extract:

Board of Trade Journal supplement
'Trading with France'

'. . . The most serious inaccuracy occurs in the statement regarding the transport rates charged on consignments of various sizes. The figure of £5 5s. 0d. for a 100 kilo consignment by surface rail to Paris is completely unrealistic. Any client telephoning our firm would be offered a fully inclusive rate of £3 10s. 0d. for a job such as this, and we know for a fact that the rates charged by our firm are by no means particularly cheap but, in fact, are typical for what would be charged by any reputable firm of Forwarding Agents.

'An equally unsatisfactory statement is the one regarding the transit time of Grande Vitesse and Petite Vitesse consignments. Certainly the figures mentioned in the article are the ones printed in the CIM but, again, a number of forwarding agents in London provide excellent groupage services offering transit times of around four days, and such services have been operating, not only for years, but for decades.

'Mr. Parker, the author of the article has commented that, as regards costs there is, of course, scope for considerable variation as a result of the inclusion or exclusion of certain items (such as the cost of collection and Customs charges) or the use of a special groupage service. Similarly with transit time, a great deal depends on how this period is defined. He has pointed out that in both cases he attempted to present what he considered to be a fair general picture.'

The editor of the Board of Trade Journal *draws the attention of readers to the note published on the Contents page of each issue of the* Board of Trade Journal *which reads as follows:*

> *'The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of HM Government.'*

Investing in France

The London Branches of the Crédit Lyonnais at 40, Lombard Street, E.C.3, and 25/27, Charles II Street, S.W.1, should be added to the list of addresses under the heading 'Investment in France' which appeared on page 48 of the Supplement to the *Board of Trade Journal* of April 9, 1965. This Bank publishes a booklet entitled 'Establishment of Foreign Businesses in France' which is available on request.

COMMITTEE OF ENQUIRY INTO THE RELATIONSHIP OF THE PHARMACEUTICAL INDUSTRY WITH THE NATIONAL HEALTH SERVICE

The Committee of Enquiry into the relationship of the Pharmaceutical Industry with the National Health Service under the Chairmanship of Lord Sainsbury announces that it is now prepared to receive written evidence from individuals as well as from organizations interested in its enquiry.

The Committee's terms of reference are as follows:

> 'To examine the relationship of the Pharmaceutical Industry in Great Britain with the National Health Service, having regard to the structure of the industry, to the commercial policies of the firms comprising it, to pricing and sales promotion practices, to the effects of patents and to the relevance and value of research: and to make recommendations'.

Memoranda of evidence should be sent direct to the Secretary of the Committee, Mr. T. E. Dutton, 14 Russell Square, London W.C.1.

Evidence will be treated as confidential if it is so requested.

It would help the Committee if memoranda could be arranged so that as far as possible, matters are dealt with separately under the appropriate sections of the terms of reference (i.e. structure of the industry; commercial policies; patents; research; etc.).

Although the Committee may invite persons and organizations to give oral evidence in support of their memoranda, it cannot undertake to hear oral evidence from all who submit memoranda.

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Poland

AS REPORTED in the *Board of Trade Journal* of June 18 the United Kingdom and Poland have agreed to postpone the annual trade negotiations until later in the year. Meantime, the current arrangements for trade between the two countries will be extended until December 31, 1965, and quotas, other than those already agreed for importing butter, bacon and linen tea towels and tea towelling, have been established on each side at one-half of the level of the quotas for the trade year ending June 30, 1965. Annexes A, B and C are reproduced below for the benefit and information of traders.

The general prohibitions and restrictions relating to imports from all sources (listed in Part 2 of the United Kingdom Customs and Excise Tariff) will continue to apply.

Annex A. Polish goods for import into the United Kingdom during the period July 1, 1965 to December 31, 1965

Item No.	Description	Quota £'000 c.i.f. unless otherwise specified
1	Bacon	Tons 49,000 (a
2	Butter	Tons 17,210 (a
3	Canned ham and canned pork loin	850
4	Canned meat (not including ham, pork loin or poultry) the following:	1,400
	Canned meat (other than pig meat and poultry) 750	
	Canned meat (other than ham, pork loin and poultry) 650	
5	Dried, salted, smoked, pickled or cooked open pack meat	225
6	Poultry, canned or fully cooked as defined by the Poultry Carcasses Landing Order, 1955	117·5
7	Various food products, the following:	17·5
	Fresh water fish, including eels and carp 5	
	Canned and other preserved fish and herrings 12·5	
8	Cheese	17·5
9	Lactose	p.m.
10	Potatoes, other than new	p.m.
10a	Potatoes, new	p.m.
11	Beef, subject to animal and public health regulations	Tons 500
12	Poultry, fresh or frozen, subject to the Poultry Carcasses Landing Order	p.m.
13	Jams and jellies of apple, cherry, currant, gooseberry, loganberry, pear, plum, raspberry and strawberry (of which not more than 550 tons blackcurrant, plum, raspberry and strawberry taken together)	Tons 750
14	Preserved cherries in barrels and canned or bottled fruit grown in Poland being any of the fruits specified in item 13 (of which not more than £25,000 for apples, pears, plums, strawberries and raspberries, taken together)	90
15	Fruit juices, sweetened and unsweetened, and fruit must, the following:	37·5
	Apple, blackcurrant and pear juices and syrups 20	
	Fruit must of apples, blackcurrants and pears 17·5	
16	Pulp of fruit grown in Poland being any of the fruit specified in item 13 (of which not more than 350 tons for strawberry, raspberry and apple taken together)	Tons 1,200
17	Apples and pears	Tons 60 (b)
18	Deep frozen fruit being any of the fruit specified in item 13 (of which not more than 37·5 tons for strawberries and raspberries)	Tons 425
19	Fresh vegetables being asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endives, mushrooms, green peas, radishes, spinach, tomatoes and turnips	Tons 175
20	Frozen vegetables being onions, rhubarb and any of the vegetables specified in item 19 except tomatoes	Tons 87·5
21	Canned or bottled vegetables being any of the vegetables specified in item 20	20
22	Dried vegetables being any of the vegetables specified in item 20 except mushrooms	20
22	(a) Dried and powdered mushrooms	30
23	Vegetables preserved in vinegar or acetic acid (including mixed pickle and chutney) containing any beetroot, cauliflower or onions	40
24	Vegetables provisionally preserved containing cauliflower or onions	17·5
25	Onions including shallots (of which not more than £300,000 during the period August 1 to November 30)	350
26	Mineral waters	2·5
27	Sporting ammunition	2·5
28	Table and fancy pottery (of which not more than £7,500 for ornamental ware)	50
29	Flat glass less than 3 mm. nominal in thickness	50
30	Cement, ground	150
31	Glass Christmas tree ornaments	30
32	Handicraft textile articles (subject to type)	10
33	Toys of all kinds including dolls and parts of pedagogical toys	115
34	Matches	10
35	Textile haberdashery (subject to type)	25
36	Fabrics and made-up goods (other than clothing, lace or net) of cotton	60
37	Fabrics and made-up goods (other than clothing) of wool	2·5
38	Fabrics and made-up goods (other than clothing, lace or net) of man-made fibres	60
39	Plush fabrics (of which not more than £20,000 for fabrics made wholly or mainly of cotton)	60
40	Linen fabrics and manufactures thereof:	
	(a) Linen tea towels and towelling	Sq. yds. 90,000 (c)
	(b) Other	20·5
41	Ready-made clothes of textile materials (of which not more than £35,000 for clothes wholly or mainly of cotton)	125
42	Stockings and socks	40
43	Tanned pig skins	35
44	Rough tanned calf skins	10
45	Leather gloves	10
46	Rubber footwear	37·5
47	Enamel hollow-ware	25
48	Cutlery and parts (of which not more than £2,500 for stainless steel cutlery and parts)	7·5
49	Alarm clocks (other than electric) and parts	7·5
50	Fishing tackle	4
51	Domestic sewing machines	12·5
52	Binoculars and parts, including lenses and other optical elements	5
53	Compound optical microscopes and parts, including lenses and other optical elements	2·5
54	Aircraft of an all up weight over 4,500 lb.	p.m.
55	Yachts and pleasure boats less than 120 feet in length	25
56	Bicycles and parts	15
57	Motorbicycles, scooters, mopeds and spare parts	5
58	Electronic valves and tubes	15
59	Transistorized radio and television receivers and semi-conductors	15

Notes:
(a) Basic quota for the period April 1, 1965, to March 31, 1966, under the general arrangements for this commodity.
(b) Licences will be allocated by the United Kingdom authorities.
(c) Quota figure shown is for whole year January to December 1965.

Annex B. Imports into the United Kingdom. Goods which remain subject to specific licence but which have not been included in Annex A for the six months ending December 31, 1965

The following goods as defined in the First Schedule to the United Kingdom. Open General Import Licence:

Arms and ammunition

Feathers of birds and articles consisting wholly or partly of feathers

Radioactive substances

Cigars

Goods under Chapter 1 to 4, 6, 9 to 12, 15 to 19, 21 and 23 of the United Kingdom Customs Tariff not included in Annex A and not being live horses, horse meat, dead rabbits and rabbit meat, fully cooked prepared lunches and ready made dishes (frozen or in airtight containers), vine leaves, tree and bush seeds, clover seeds, canary seeds, corn on the cob, buckwheat, chocolate confectionery, halva, or goods under headings 04-06, 15-05, 15-11, 15-14 to 15-17, 17-04, 19-03, 19-07 and 19-08, 21-03 and 21-05.

Apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries dried or provisionally preserved (other than pulp included in Annex A)

Fresh cherries, currants, gooseberries, loganberries, plums, raspberries and strawberries

Vegetables preserved not included in Annex A (not being frozen, dried, canned, bottled, preserved in vinegar or acetic acid or provisionally preserved) any of the following: asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endives, mushrooms, onions and shallots, green peas, new potatoes, radishes, rhubarb, spinach and turnips.

Vegetable juices not being tomato juice

Main crop potatoes

Fruit and citrus pectin

Goods under headings 08-13, 20-04, 22-01, 22-02, 22-07, 22-08 and 29-43 of the United Kingdom Customs Tariff not included in Annex A

Osiers and willows

Goods under Chapter 27 of the United Kingdom Customs Tariff not included in Annex A not being goods under heading 27-06

Benzene (including benzole), toluene and xylenes

Tanned hides and skins not included in Annex A

Man-made fibres

Textiles, including yarns, and textile articles not included in Annex A, not being carpets, rugs, nets or netting of uniform square or diamond shaped mesh knotted at each corner

Headgear and parts thereof not included in Annex A

Fur bodies and fur shells

Domestic pottery not included in Annex A

Watches and watch movements of a value not exceeding £5 each (other than stop watches): watch parts (other than watch glasses and cases); clocks and parts thereof not included in Annex A (other than electric clocks); clock glasses, inluding those of synthetic material; clock cases, or parts thereof which do not, at the time of importation, encase a clock movement)

Accessories and components (excluding chains) for motor bicycles,

motor scooters, mopeds, and pedal bicycles
Boats for pleasure and commercial use under 120 feet in length not included in Annex A
Boat equipment
Typewriters and parts

Annex C. United Kingdom goods for import into Poland during the period July 1, 1965 to December 31, 1965

PART I

The Government of Poland undertake to give general facilities for the import of goods not listed in PART II of this list and to give facilities especially for the following types:

Animals for breeding
Various seeds
Cotton yarn and silk yarns
Man-made fibres and man-made fibre yarns, including cordage yarn and non-tarnishing metallic thread
Nets, netting, cordage, cables, ropes and twine of all kinds
China clay
Vitreous enamelling frits
Veneers
Leather and glues for the leather industry
Leather cloth and table oil baize
Chemical and pharmaceuticals not elsewhere specified
Plastic materials, including sheeting and floor covering; PVC belting, synthetic resins, film base, cellulose acetate and acrylics and decorative laminates
Dyestuffs and auxiliary materials, including intermediates, for the production of dyes
Pigments (including titanium) and aluminium paste; printers' ink
Rubber manufactures, including tyres, tubes, covered and uncovered thread, rubber belting, rubberized fabrics, printers' blankets and gutta percha products and latex compounds
Various paper and paper products and transparent cellulose film
Mineral manufactures, including asbestos, carbon and graphite products, silicon carbide products, crucibles and refractories, thermal insulation and abrasives
Glassware
Building materials
Civil engineering, building and constructional plant and equipment, industrial trucks and mechanical handling equipment (including excavator cranes and hoists)
Complete factories and plant
Machine tools
Pumps, air and gas compressors and industrial valves
Ball and roller bearings
Machinery and equipment for the typographic (printing and bookbinding machinery) and graphic arts industries and parts
Machinery and equipment (and parts) for the following industries: chemical and pharmaceutical; food and drink preparing, processing, packing, bottling and sterilizing; textile and fibre working (including industrial sewing machines); mining (including portable power tools and ventilators therefor); plastics and rubber working; clay working; pulp, papermaking and paper converting; leather tanning and working; glassmaking and glassworking; cable, lamp and valve making; laundry and dry cleaning; boot and shoe making and repairing; radio and television (including valves, tubes and other components); agricultural and horticultural (including tractors)
Machinery belting and fire resistant belting
Refrigerating equipment and parts (industrial and commercial)
Portable power tools not elsewhere specified
Civil airlines, aero engines and aircraft equipment
Ships
Marine engines (over 1,500 BHP) and parts
Other internal combustion engines and parts
Marine generators and auxiliary equipment therefor
Ships fittings and equipment including chain and chain cable
Navigation and signalling equipment, including sextants
Communication, navigational aid and radar equipment
Radio and television equipment of all kinds not elsewhere specified, including components and parts
Telecommunication equipment
Boilers and boiler plant and parts
Equipment for electrical power-stations, including transformer substation rectifiers and high and low tension apparatus
Furnaces and parts thereof
Diesel driven generating sets and turbo blowers of all kinds
Electric motors (including fractional horse-power motors)
Electrical cables, wires, strips and strands, including PVC and other insulated
Electrical insulating products of all kinds
Commercial vehicles, chassis and parts; service station technical equipment
Railway locomotives, rolling stock and equipment, including springs
Tools, implements and engineers gauges and measuring instruments
Welding and gas cutting equipment
Scientific, industrial, medical, dental, optical instruments and equipment of all kinds
Cinematograph apparatus and equipment
Automatic data processing equipment
Office machinery, including typewriters, calculating machines and duplicators and plates and supplies therefor
Weighing machinery
Fire extinguishing equipment
Precision chain and special screws
Liquid gold, liquid platinum, lustres
Enamel colours for glass and pottery
Platinum gauzes, platinum-rhodium thermocouple wire and platinum metal catalysts
Tungsten and vanadium carbide
Ferro Vanadium 50 per cent
Alloys of copper used in the manufacture of components for switchgear
Parts for vehicles
Ferrous metals and manufactures
Non-ferrous metals and manufactures
Adhesive tapes of all kinds
Films exposed

PART II

The following specific quotas are established:

Item No.	Description		Quota £'000
1	Textiles not elsewhere specified, the following:		80
	Wool piece-goods	25	
	Man-made fibre fabrics	20	
	Lace and lace net	5	
	Cotton fabrics, cashmere-felt and tanners' plush, elastic fabric and elastic net, linen harness thread, narrow fabrics and textile consumer goods not elsewhere specified	30	
2	Clothing and footwear, the following:		72·5
	Footwear	2·5	
	Hosiery and knitwear	40	
	Clothing not elsewhere specified, including headwear	30	
3	Paints and varnishes		30
4	Domestic electrical appliances and equipment of all kinds		12·5
5	Domestic radio and television equipment, components and parts thereof, including valves and transistors		30
6	Photographic paper, roll films, sheet film and plates including X-ray membranes, sensitized, and micro-film for document copying and recording		30
7	Vehicles, the following:		95
	Motor cars, and chassis thereof	75	
	Motor cycles, including scooters and mopeds and parts	15	
	Bicycles and parts	5	
8	Technical equipment, the following:		25
	Sewing machines (domestic) and parts, including needles	5	
	Tape recorders and parts, and recording tapes, record players and gramophones with electric amplifiers, and parts	20	
9	Periodicals and books		100
10	Fish of all descriptions, including herring		37·5
11	Miscellaneous foodstuffs, the following:		137·5
	Coffee and coffee and chicory extracts and essences	20	
	Cocoa powder	12·5	
	Blended and other teas	12·5	
	Flavouring essences, essential oils and food colours, and sauces	5	
	Whisky and other spirits, and beer	27·5	
	Chocolate and sugar confectionery	7·5	
	Medicinal cod liver oil produced in the United Kingdom	7·5	
	Biscuits	5	
	Medicinal herbs	15	
	Other foodstuffs not elsewhere specified, and pectin	25	
12	Miscellaneous consumer goods, the following:		200
	Polishes, creams and dressings for footwear, furniture, floors, metal and stoves	10	
	Toilet preparations, soap, cosmetics and raw materials therefor	27·5	
	Razors and razor blades	20	
	Cutlery	2·5	
	Mechanical lighters (including electrical)	2·5	
	Jewellery, including costume jewellery	2·5	
	Cigarettes and tobacco	5	
	Musical instruments and equipment, including felts for musical instruments and pianoforte key ivory	5	
	Sports goods and toys	10	
	Brushes, industrial and artistic	5	
	Ink, fountain pens, ball-point pens and other writing accessories, including stainless steel nibs	12·5	
	Gramophone records including language teaching records	10	
	Leather and plastic articles and gloves	7·5	
	Non-industrial liquid fuelled, heating, lighting and cooking apparatus	2·5	
	Other consumer goods, including flatware, table hollowware, pressure cookers, linoleum and electrical goods not elsewhere specified	77·5	

United Kingdom and Turkey

THE AGREEMENT between HM Government and the Government of Turkey of December 9, 1960 (Cmnd. 1256) which provided for the use of TL91 million held by HM Government in Ankara (see *Board of Trade Journal*, December 23, 1960, August 10, 1962, and August 7, 1964) is being further extended to June 1, 1966, in respect of the outstanding balance of about TL14 million.

The current extension of the Agreement provides that in the period ending June 1, 1966 up to TL5 million of these funds, hitherto reserved for cultural purposes, will be made available for purchases made by traders resident in the United Kingdom, for consumption within the United Kingdom, of the following Turkish

(*Continued on next page*)

UK and TURKEY, *continued*

products: fresh fruit (including citrus fruit with the exception of lemons), vegetables and wines.

HM Government accordingly offer for sale, for use before May 31, 1966 the amount of TL5 million.

Importers wishing to purchase these liras under the above arrangements should, through their bankers, approach the Bank of England. The Bank will be prepared to receive bids in writing, from banks on behalf of their customers, up to July 23, 1965.

Uganda and Kenya accede to the Industrial Property Convention

THE GOVERNMENTS of Uganda and the Republic of Kenya have given notice of their accession to the International Convention for the Protection of Industrial Property as revised in Lisbon in 1958. An Order in Council has accordingly been made declaring these countries to be Convention countries for all the purposes of the Acts relating to patents, designs and trade marks.

The Order (S.I. 1965 No. 1304) came into operation on June 24, 1965. Copies may be obtained from the Sale Branch of the Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from HM Stationery Office. Price 3d., by post 6d.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195

BRITISH TRADE MAGAZINE IN JAPAN

HM Embassy in Tokyo publish a quarterly magazine, in Japanese, entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to about* 2,000 *leading Japanese industrialists and importers.*

British Trade and Industry *is financed in part by the advertising placed in it by British exporters. It forms a useful and inexpensive medium for firms interested in the Japanese market. Further details can be obtained by writing to: The Commercial Department, British Embassy, 1 Ichibancho, Chiyoda-ku, Tokyo, Japan. The autumn issue closes for copy on August* 25.

Advertising Rates, Black and White: *Two-page spread* £36, *Full page* £20, *Half page* £12.

Circulation: *About* 2,000 *copies distributed free to leading Japanese industrialists, trading companies, mass communication media, etc.*

Translation: *No extra charge is made for translation.*

Type area: *Whole page–* 21 *cms. high by* 15 *cms. wide; Half page –* 10 *cms. high by* 15 *cms. wide.*

Proofs *can best be checked in Tokyo and will not therefore be sent unless specifically requested.*

Payment *will be made to the Diplomatic Service Finance Officer in London on demand after publication.*

Address for correspondence: *Information Department, British Embassy, 1 Ichibancho, Chiyoda-ku, Tokyo, Japan.*

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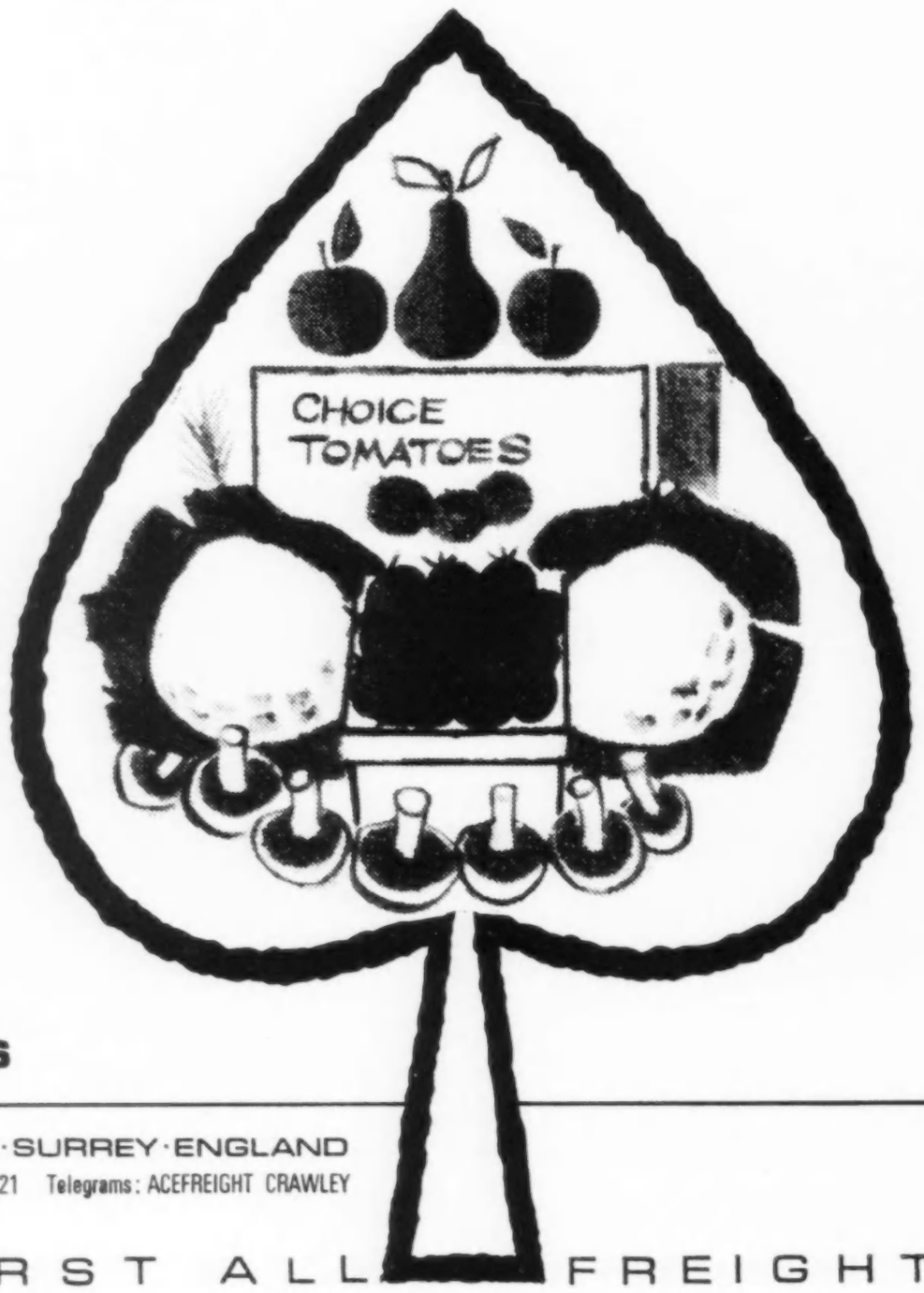

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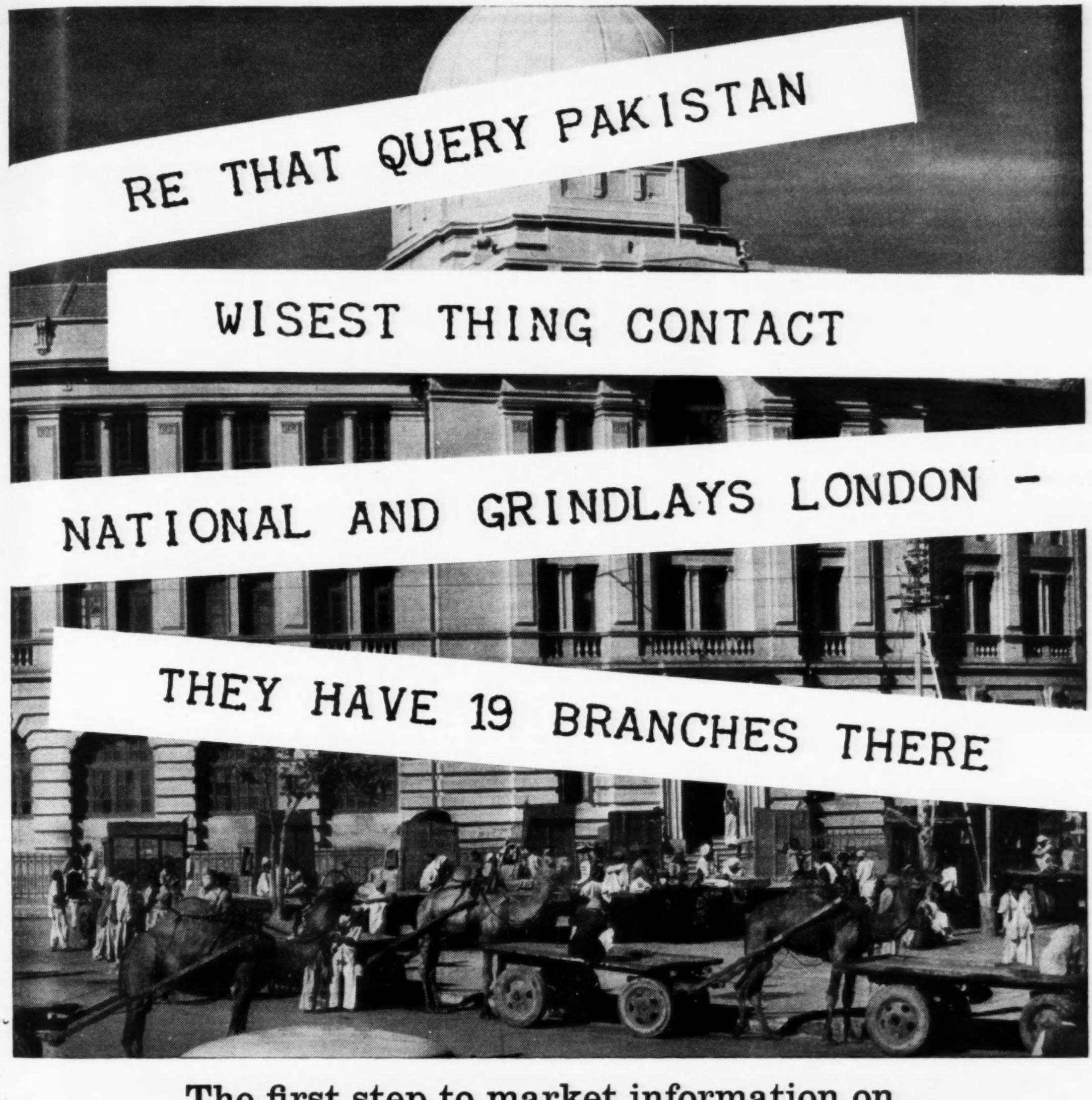

The first step to market information on Pakistan is to take a note of the name and address of the bank that lives there.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

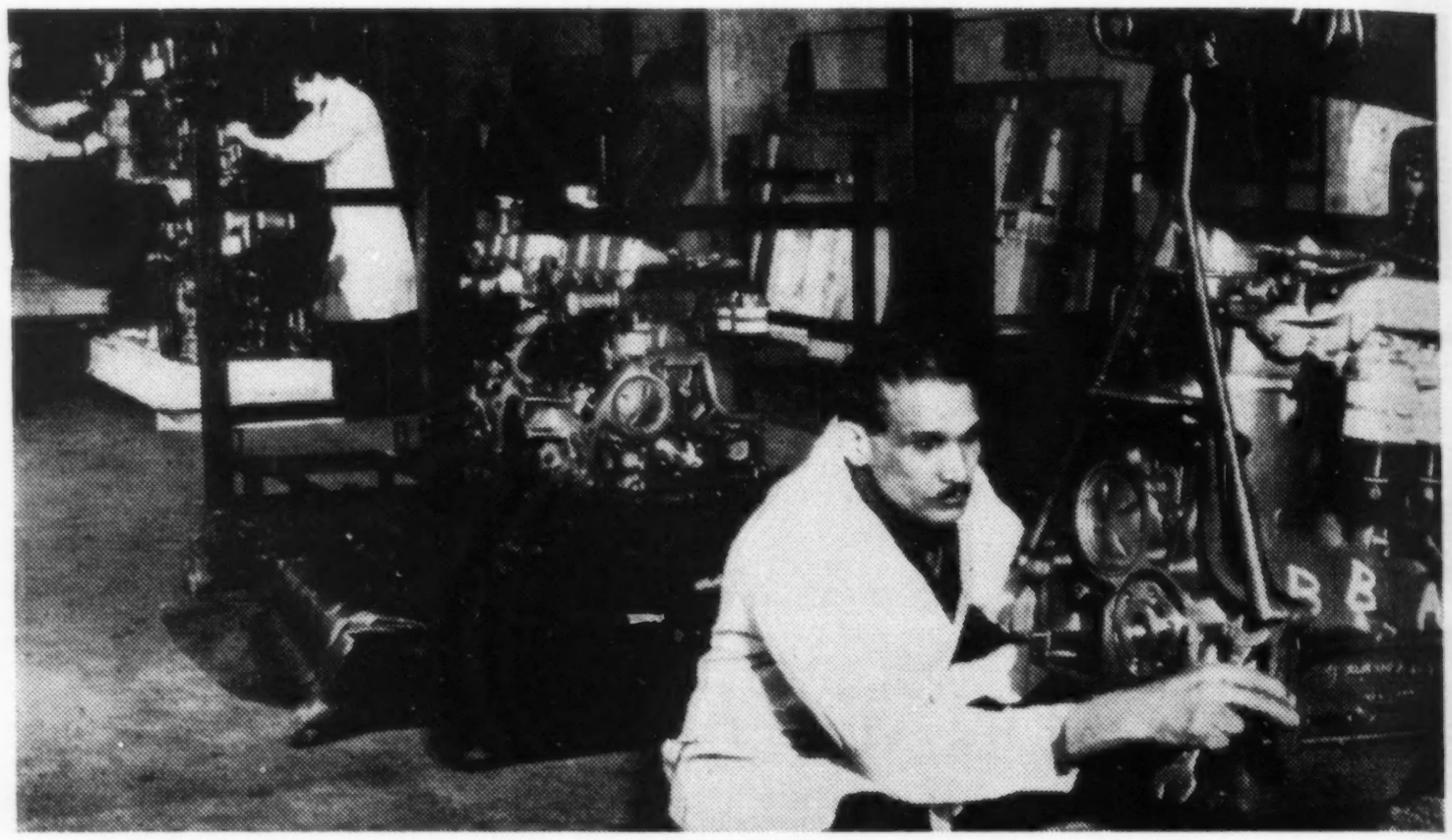
The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Export Service Bulletin in which published.



An engine being lowered on to a fitted base in the case packing line at Reynolds (Packaging) Limited, Dagenham. This company is part of the Agran Group of companies, and the new packaging plant was opened on June 22 by Mr. E. C. Redhead, Minister of State (Overseas). The manufactures that will be packaged at this plant will all go to export markets, and much of the work in hand is for the Ford Motor Company of Great Britain Ltd., particularly tractors going to the American market.

ALGERIA

(128/65) Hospital Equipment for Ministry of Public Health. July 15. E.S.B. 23139/65.*

ARGENTINA

(129/65) Consultancy Service for Argentine National Road Authority. (Further Information.) E.S.B. 15173/65.

(128/65) Storage Tanks for Argentine National Gas Company. September 9. E.S.B. 23126/65.

AUSTRALIA

(127/65) Electronic Accounting System for Mount Isa Shire Council. July 26. E.S.B. 22912/65.

(127/65) Transformers for Electricity Trust of South Australia. July 27. E.S.B. 22957/65.

Southern Electricity Authority of Queensland:

(127/65) Switchgear. July 28. E.S.B. 22913/65.

(129/65) Power Station Equipment. August 12. E.S.B. 23199/65.

(129/65) Constructional Project. (Further Information.) E.S.B. 21571/65.*

BRUNEI

(130/65) Cable for Tenders Board of the State Financial Officer. July 26. E.S.B. 23330/65.

BURMA

Pumps for National Housing and Town and Country Development Board. August 3. E.S.B. 23171/65.*

Electrical Stores Corporation:

(131/65) Furnace; Hot Plates. July 30. E.S.B. 23626/65.*

(131/65) Fans; Heaters. July 30. E.S.B. 23627/65.*

(131/65) Measuring Instruments. July 30. E.S.B. 23628/65.*

People's Stores Corporation:

(128/65) Ball Bearings. August 16. E.S.B. 23179/65.*

(128/65) Pumps. August 2. E.S.B. 23174/65.*

(128/65) Saw Mill Accessories and Tools. July 25. E.S.B. 23176/65.*

(128/65) Vehicle Spare Parts. August 10. E.S.B. 23177/65.*

(128/65) Air Compressors and Receivers; Pumps. August 2. E.S.B. 23173/65.*

(129/65) Radio and Recording Equipment. August 11. E.S.B. 23183/65.*

(129/65) Air Compressors. August 2. E.S.B. 23172/65.*

(125/65) Radio and Recording Equipment. August 11. E.S.B. 22958/65.*

(127/65) Boiler Tubes. August 4. E.S.B. 22959/65.*

CEYLON

(130/65) Bed Lift for Ministry of Land, Irrigation and Power. (Further Information.) Tender documents now available. E.S.B. 22386/65.*

(127/65) Paper Bags for Ceylon Cement Corporation. July 30. E.S.B. 23119/65.

(127/65) Fencing Machine for Ceylon Steel Corporation. (Further Information.) Tender documents now available. E.S.B. 21507/65.

Ministry of Health:

(127/65) D.D.T. Powder. (Further Information.) E.S.B. 20866/65.*

(127/65) Primidone Tablets. (Further Information.) Tender documents now available. E.S.B. 21817/65.*

(127/65) Surgical Dressings. (Further Information.) Tender documents now available. E.S.B. 21819/65.*

CYPRUS

(129/65) Dam Construction for Ministry of Agriculture and Natural Resources. July 24. E.S.B. 23195/65.

(125/65) Drilling Equipment for Geological Survey Department. July 24. E.S.B. 22665/65.*

(128/65) Spraying Equipment for Government Tender Board. July 24. E.S.B. 23193/65.*

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EGYPT

(129/65) Radio Communications Equipment for Ministry of Communications. September 14. E.S.B. 23156/65.*

Egyptian Railways:

(127/65) Compressors. July 26. E.S.B. 22997/65.

(127/65) Ballast Lamps. July 21. Tender documents now available. E.S.B. 22996/65.

FORMOSA

Central Trust of China:

(130/65) Chemicals. July 29. E.S.B. 23365/65.*

(130/65) Spheroidic Pitch Powder. July 31. E.S.B. 23364/65.

(127/65) Radio Transmitter. July 23. E.S.B. 22965/65.*

(127/65) Pipes; Plates and Fittings. July 27. E.S.B. 22969/65.*

(130/65) Hose Pipes. July 26. E.S.B. 23356/65.*

(130/65) Electrical Equipment. July 26. E.S.B. 23357/65.

(130/65) Inset Screen. July 23. E.S.B. 23359/65.*

(130/65) Tubes. July 26. E.S.B. 23362/65.

(126/65) Radio Receivers. July 23. E.S.B. 22966/65.*

(126/65) Blowers. July 21. E.S.B. 22967/65.*

(126/65) Gaskets. July 28. E.S.B. 22968/65.*

(126/65) Tubes. July 23. E.S.B. 22971/65.*

(130/65) Diamond Bits; Meter, etc. July 26. E.S.B. 23358/65.*

(130/65) Resin. July 30. E.S.B. 23360/65.*

(131/65) Steel Bars. July 27. E.S.B. 23361/65.*

(126/65) Semi-Elliptical Heads. July 28. E.S.B. 22970/65.*

FRANCE

(130/65) Tables for Allied Forces Central Europe. July 23. Tender documents (in French) available. E.S.B. 23389/65.*

GREECE

(126/65) Railway Sleepers for Hellenic State Railways. July 27. E.S.B. 22694/65.*

Ministry of Trade:

(127/65) Calculating Machines. July 31. E.S.B. 22992/65.*

(126/65) Calculating Machines. July 30. E.S.B. 22993/65.*

(129/65) Opium Powder. July 21. E.S.B. 23304/65.*

(126/65) Vehicles. July 27. E.S.B. 22984/65.*

HONDURAS

(126/65) Telephone Exchange for Ministry of Communications and Public Works. Closing date not known. E.S.B. 22972/65.

HONG KONG

(128/65) Fire Hydrants and Valves for Government Stores Department. July 23. E.S.B. 23157/65.*

INDIA

(129/65) Air Conditioning Plant for Reserve Bank of India. August 3. E.S.B. 23302/65.

(128/65) Camera and Projector for Chittaranjan Locomotive Works. (Further Information.) Closing date postponed to July 29. E.S.B. 16172/65.*

(128/65) Electrical Equipment for Central Railway, Bombay. (Further Information.) Closing date postponed to July 30. E.S.B. 12467/65.*

(130/65) Rubber Strips and Adhesives for Hindustan Shipyard Ltd. (Further Information.) No extension of closing date will be granted. Tender documents now available. E.S.B. 21257/65.*

(129/65) Steel Coils for India Supply Mission. July 26. E.S.B. 23313/65.

(129/65) Transformers for Punjab State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 14827/65.*

(127/65) Transformers for Andhra Pradesh State Electricity Board. August 23. E.S.B. 22954/65.

(129/65) Tunnel Construction for Government of Maharashtra. August 31. E.S.B. 23200/65.

(127/65) Vehicle Spare Parts for Delhi Transport Undertaking. July 31. E.S.B. 22995/65.

(131/65) Weighbridges for Director of Mines and Geology, Udaipur. July 26. E.S.B. 23386/65.

Kerala State Electricity Board:

(127/65) Dam Construction. Closing date not known. E.S.B. 22963/65.

(130/65) Vibrographs. (Further Information.) Tender documents now available. E.S.B. 22362/65.*

U.P. State Electricity Board:

(130/65) Cranes. (Further Information.) Tender documents now available. E.S.B. 22332/65.*

(126/65) Cranes. (Further Information.) Closing date postponed to July 21. E.S.B. 19970/65.*

(130/65) Meteorological Instruments. (Further Information.) Tender documents now available. E.S.B. 22376/65.*

(131/65) Electrical Equipment. August 9. E.S.B. 23385/65.

Directorate Supplies and Disposals:

(127/65) Wire. August 11. E.S.B. 23135/65.*

(127/65) Trans-receiver. July 27. E.S.B. 23138/65.*

(127/65) Threading Machine. August 5. E.S.B. 23120/65.*

(127/65) Steel Tube. July 23. E.S.B. 23134/65.*

BEAS Purchase Organization:

(127/65) Cable Fault Locators. (Further Information.) E.S.B. 20814/65.

(127/65) Hoists. (Further Information.) E.S.B. 20812/65.

(127/65) Threading Machine. (Further Information.) E.S.B. 21553/65.

(127/65) Machine Tools. August 11. E.S.B. 23136/65.*

Atomic Energy Establishment:

(130/65) Flow Transmitter. (Further Information.) Tender documents now available. E.S.B. 22931/65.*

(128/65) Glove Box Filters. (Further Information.) Tender documents now available. E.S.B. 22553/65.*

(128/65) Moisture Monitor. (Further Information.) Tender documents now available. E.S.B. 22759/65.*

(129/65) Hydraulic Press. (Further Information.) Tender documents now available. E.S.B. 22753/65.*

(128/65) Pressure Tubes. (Further Information.) Tender documents now available. E.S.B. 22600/65.*

(126/65) Steam Valves. July 27. E.S.B. 22770/65.

(126/65) Thermocouple Measuring Unit. July 26. E.S.B. 22765/65.

(126/65) Throttle Valves. August 3. E.S.B. 22767/65.

(129/65) Vacuum Pump. (Further Information.) Tender documents now available. E.S.B. 22754/65.*

(127/65) Valves. August 12. E.S.B. 22728/65.

(127/65) Flow Transmitter. July 22. E.S.B. 22931/65.

IRAN

(127/65) Book Sewing Machine for Iranian Tobacco Monopoly. September 1. E.S.B. 22975/65.*

Iranian State Railway:

(130/65) Railway Wagon Springs. (Further Information.) Tender documents (in English, French and German, with drawings) now available. E.S.B. 20847/65.

(129/65) Railway Wagon Spare Parts. (Further Information.) Tender documents and drawings now available. E.S.B. 20850/65.*

(129/65) Railway Carriage Spare Parts. (Further Information.) Tender documents and drawings now available. E.S.B. 20849/65.*

IRAQ

(127/65) Constructional Project for Tobacco Monopoly Administration. (Further Information.) Closing date now September 2. E.S.B. 1727/65.*

(130/65) Drainage Project for Sewerage Board. (Further Information.) Closing date postponed August 8. E.S.B. 14677/65.

(130/65) Irrigation Project for Ministry of Agrarian Reform. August 22. E.S.B. 23343/65.

(130/65) Magnetic Tapes for Ministry of Finance. July 25. E.S.B. 23353/65.*

(127/65) Medical and Surgical Equipment for the Iraq Stores Co. August 1. E.S.B. 22641/65.*

(127/65) Telephone Exchange for Iraqi Ports Administration. September 2. E.S.B. 22652/65.

Ministry of Oil:

(131/65) Electrical Equipment. July 25. E.S.B. 23345/65.

(130/65) Hoses, various. July 28. E.S.B. 23354/65.*

(130/65) Miscellaneous Equipment. July 21. E.S.B. 23344/65.*

Ministry of Defence:

(131/65) Musical Equipment. August 10. E.S.B. 23340/65.

(131/65) Fire Fighting Equipment. August 14. E.S.B. 23341/65.

(131/65) Haberdashery. August 21. E.S.B. 23342/65.

(131/65) Mild Steel and Timber. August 10. E.S.B. 23331/65.

(131/65) Radio Spare Parts. August 21. E.S.B. 23334/65.

(131/65) Electrical Materials. August 17. E.S.B. 23335/65.

(131/65) Mattresses. August 14. E.S.B. 23337/65.

(131/65) Sports Equipment. August 21. E.S.B. 23339/65.

(131/65) Architectural Materials. August 17. E.S.B. 23336/65.

(129/65) Medical and Surgical Instruments. (Further Information.) Tender documents now available. E.S.B. 21224/65.*

(129/65) Factory Equipment. (Further Information.) E.S.B. 21066/65.*

(129/65) Sewing Machines. (Further Information.) E.S.B. 21067/65.*

(129/65) Wireless Equipment. (Further Information.) E.S.B. 22648/65.*

(129/65) Powerhouse Spares and Accessories. (Further Information.) Tender documents now available. E.S.B. 22649/65.*

(129/65) Film Processing Equipment. (Further Information.) E.S.B. 22650/65.*

(129/65) Recording Equipment. (Further Information.) E.S.B. 22651/65.*

(131/65) Miscellaneous Equipment. August 10. E.S.B. 23332/65.

(131/65) Mess Tins. August 14. E.S.B. 23338/65.

(130/65) Tent Repair Materials. Closing date postponed to July 31. E.S.B. 10377/65.

(129/65) Welding Sets. (Further Information.) E.S.B. 21065/65.*

(129/65) Marking Machine. (Further Information.) E.S.B. 22647/65.*

IRISH REPUBLIC

(127/65) Bridge Construction for Kerry County Council. (Further Information.) Closing date postponed to July 30. E.S.B. 1301/65.

(129/65) Lift for Cork Health Authority. July 23. E.S.B. 23324/65.

(129/65) Water Supply Scheme for Donegal County Council. August 6. E.S.B. 23307/65.

JORDAN

(130/65) Extension of Cement Factory for Jordan Cement Factories Co. Ltd. August 22. E.S.B. 23685/65.*

KUWAIT

(129/65) Medical Equipment for Ministry of Defence. July 31. E.S.B. 23322/65.

LEBANON

(129/65) Radio Equipment; Electric Light Bulbs for Direction-Generale Des Adjudications. July 30. E.S.B. 23198/65.*

LIBYA

(131/65) Electrical Line Equipment for Electricity Corporation of Tripolitania. August 2. E.S.B. 23610/65.

(131/65) Machinery and Equipment for Ministry of Industry. August 11. E.S.B. 23611/65.

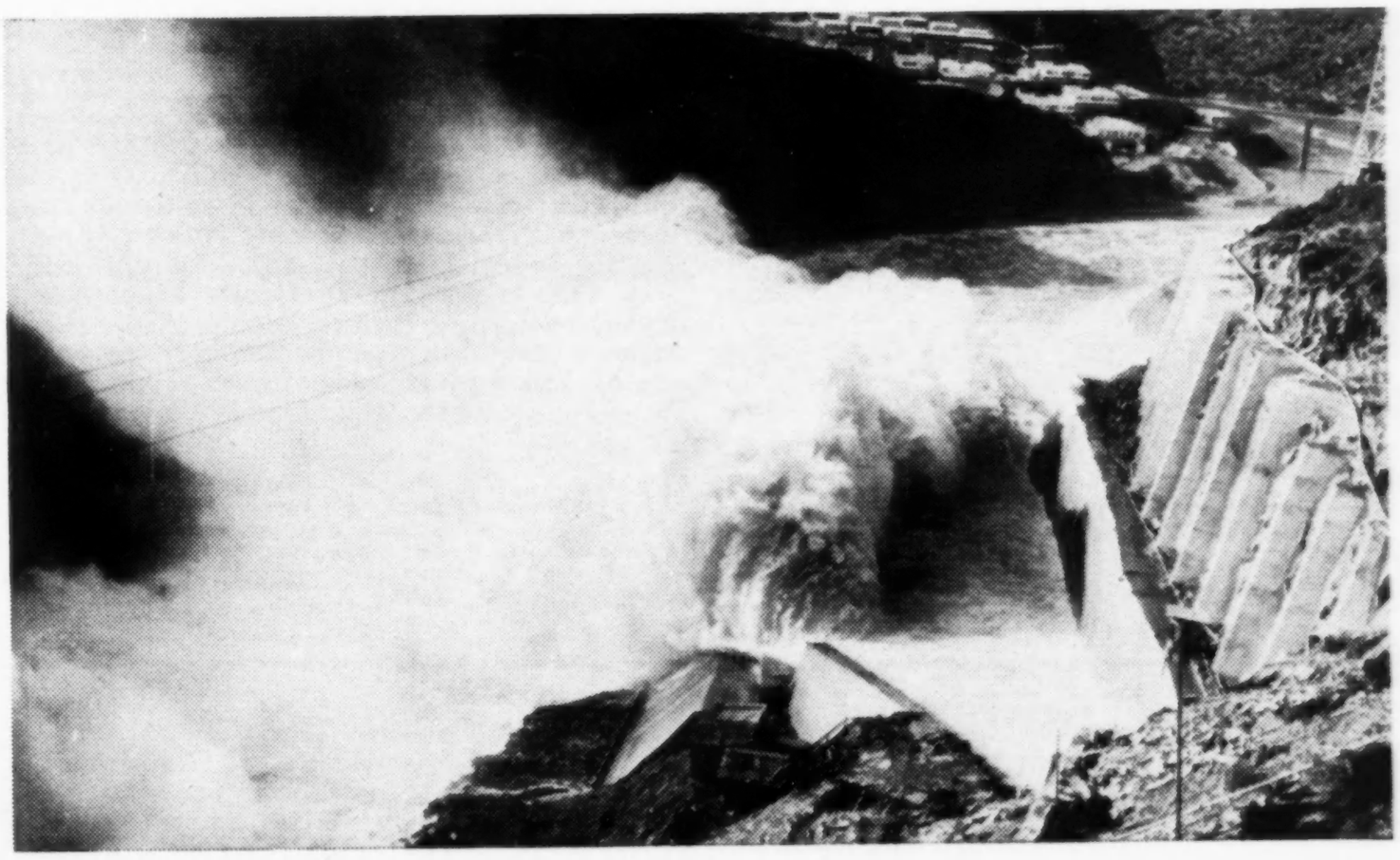
Central Tender Board:

(129/65) Pumping Plant. July 26. E.S.B. 23111/65.

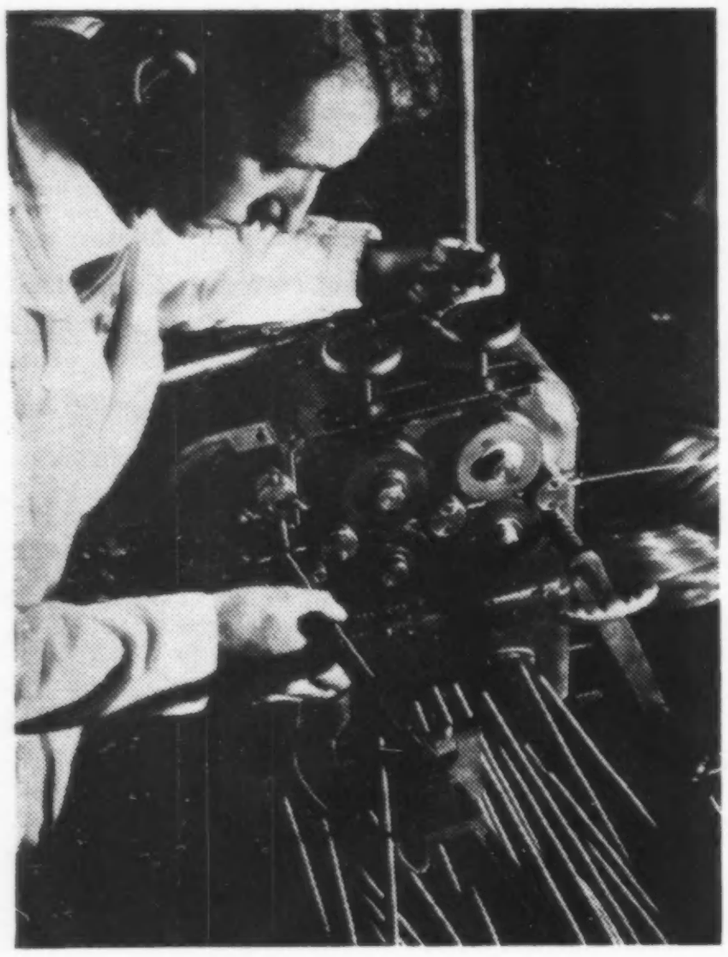
(129/65) Transmission System Work. July 26. E.S.B. 23115/65.

MALAYSIA

(129/65) Miscellaneous Equipment for the Ministry of Defence. Closing dates July 23 to 30. E.S.B. 23319/65.



On June 19 HE Generalissimo Franco, Head of the Spanish State, performed the opening ceremony of the Valdecanas hydro-electric station, one of the largest 'pumped-storage' hydro-electric schemes in Europe. The English Electric Company was awarded contracts to the value of £2½ million for the supply of equipment to both stages of the development. Four 36 mVA alternators are on order for Torrejon. Shown here is the view looking downstream from the dam.



Completing a large consignment of galvanized wire tension springs for furniture manufacturers in Singapore on one of the tension spring forming machines at the Essex factory of No-Sag Spring Co. (Great Britain) Ltd. Part of this consignment was supplied with the springs encased in plastic tubing but they can also be supplied with a braided covering. A choice of three hook attachments, suitable for different methods of upholstered seating manufacture, is available.

MOROCCO

(129/65) Surgical Equipment for La Pharmacie Centrale. July 26. E.S.B. 23329/65.*

MOZAMBIQUE

Ports, Railway and Transport Department:
(126/65) Metal. July 21. E.S.B. 22698/65.
(126/65) Various Spares. August 9. E.S.B. 22699/65.
(126/65) Washers, Bolts and Rivets. July 23. E.S.B. 22696/65.
(126/65) Various Spares and Tools. August 11. E.S.B. 22700/65.

NETHERLANDS

(129/65) Road Works for Directorate of Waterways. August 17. E.S.B. 23316/65.

NEW ZEALAND

(129/65) Telephone Equipment for General Post Office. July 28. E.S.B. 23197/65.*
North Canterbury Hospital Board:
(130/65) Crockery. (Further Information.) Tender documents now available. E.S.B. 15975/65.*
(130/65) Stainless Steel Cutlery. July 23. E.S.B. 12130/64.
Ministry of Works:
(128/65) Plastic Material. July 30. E.S.B. 23187/65.*
(126/65) Textiles. August 3. E.S.B. 22946/65.*
(126/65) Textiles. July 30. E.S.B. 22933/65.*
(127/65) Wire and Cable. August 10. E.S.B. 22937/65.
(127/65) Equipment for Steam Electric Units. August 17. E.S.B. 22950/65.

PAKISTAN

(126/65) Spraying Equipment for East Pakistan Agricultural Development Corporation. July 29. E.S.B. 22936/65.*
(126/65) Steel Sheets for P.E. Railway, Chittagong. August 5. E.S.B. 22935/65.

RHODESIA

(128/65) Leather Belts for Rhodesia Government Tender Board. July 22. E.S.B. 23160/65.*
(130/65) Parking Meters for City of Salisbury. August 3. E.S.B. 23328/65.*

SIERRA LEONE

(128/65) Electrical Equipment for Sierra Leone Electricity Corporation. (Further Information.) E.S.B. 21287/65.*

SOUTH AFRICA

(128/65) Chalk; Crayons for Transvaal Provincial Tender Board. July 23. E.S.B. 23188/65.*
(131/65) Cutlery for Central Provincial Store. July 28. E.S.B. 23658/65.*
(130/65) Power Station Plant and Equipment for City of Johannesburg. August 25. E.S.B. 9033/65.
South African Railways:
(126/65) Insulators. July 23. E.S.B. 22943/65.*
(126/65) Loaders/Unloaders. July 23. E.S.B. 22944/65.*
(129/65) Vehicle Chassis. July 30. E.S.B. 23310/65.*
State Tender Board:
(126/65) Laboratory Equipment. July 26. E.S.B. 22547/65.*
(130/65) Refrigerator. July 23. E.S.B. 23396/65.*
(130/65) Scientific Equipment. July 28. E.S.B. 23397/65.*
(130/65) Radio Equipment. July 28. E.S.B. 23399/65.*
(130/65) Transformer/Rectifier Unit. July 26. E.S.B. 23369/65.*
(130/65) Ice Maker. July 22. E.S.B. 23391/65.*

SPAIN

Ministerio de la Gobernacion:
(127/65) Scientific and Laboratory Material. Closing date not known. E.S.B. 23130/65.
(127/65) Measuring Apparatus. Closing date not known. E.S.B. 23131/65.
Ministry of Public Works:
(129/65) Road Construction. September 24. E.S.B. 23347/65.*
(127/65) River Works. September 6. E.S.B. 23132/65.

SUDAN

(128/65) Slotted Steel Casing for Ministry of Land Use and Rural Water Development. August 16. E.S.B. 23189/65.*
Sudan Railways:
(128/65) Oil. July 29. E.S.B. 23192/65.*
(128/65) Wood Working Machine. July 29. E.S.B. 23191/65.*

THAILAND

(129/65) Guying Materials for Provincial Electricity Authority. July 22. E.S.B. 23165/65.
(129/65) Textile Machinery Spare Parts for the Weaving Organization. July 23. E.S.B. 23170/65.

TURKEY

(128/65) Permanent Way Equipment for State Railways Administration. July 26. E.S.B. 23151/65.*

URUGUAY

(127/65) Cooling System for S.O.D.R.E. August 27. E.S.B. 23106/65.
(127/65) Road Works for Ministerio De Obras Publicas. July 29. E.S.B. 23105/65.
(127/65) Joints and Packing; Taps; Ammonia; Inhibitor; Wire for State Oil Refinery. Closing dates August 5 to 13. E.S.B. 23103/65.
State Railway Administration:
(127/65) G.I. Pipes. August 12. E.S.B. 23102/65.
(127/65) Tarpaulins. July 21. E.S.B. 23104/65.
El Concejo Departmental de Montevideo:
(127/65) Electrical Fittings. July 29. E.S.B. 23109/65.*
(127/65) Mercury Lamps. July 29. E.S.B. 23127/65.*
(127/65) Photo-Electric Cells. July 30. E.S.B. 23128/65.*

ZAMBIA

Central Supply and Tender Board:
(127/65) Barbed Wire. July 23. E.S.B. 23146/65.*
(128/65) Socks. July 23. E.S.B. 23149/65*
(128/65) Underwear. July 23. E.S.B. 23148/65.*
(128/65) Vests. July 23. E.S.B. 23147/65.*
(128/65) Blankets. July 23. E.S.B. 23150/65.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia

(128/65) Agency inquiry for textiles. E.S.B. 22455/65.

(130/65) Agency inquiry for fire fighting equipment; industrial safety equipment. E.S.B. 23480/65.

(127/65) Inquiry for building and construction machinery. E.S.B. 21780/65.

(130/65) Inquiry for chemical and food processing equipment; drying and vibratory conveyor equipment. E.S.B. 22269/65.

(130/65) Inquiry for engineering products. E.S.B. 23854/65.

(128/65) Inquiry for marine engines. E.S.B. 21103/65.

(129/65) Inquiry for tiles. E.S.B. 20964/65.

(128/65) Manufacture under licence – ferrous alloy products; processing techniques. E.S.B. 23072/65.

Belgium

(128/65) Agency inquiry for technical installations and equipment. E.S.B. 31684/64.

(128/65) Inquiry for engineering equipment and appliances. E.S.B. 15463/64.

Bolivia

(126/65) Inquiry for explosives; mining equipment; petroleum industry equipment; telephone equipment. E.S.B. 16343/65.

British Guiana

(129/65) Agency inquiry for porcelain electrical insulators. E.S.B. 23427/65.

(130/65) Agency inquiry for custard powder; gelatine desserts. E.S.B. 2959/65.

(128/65) Agency inquiry for builders' hardware and tools; sports equipment. E.S.B. 23085/65.

Canada

(127/65) Agency inquiry for masking tape and allied products. E.S.B. 22748/65.

(129/65) Agency inquiry for builders' and cabinet hardware; flooring materials; nails. E.S.B. 23479/65.

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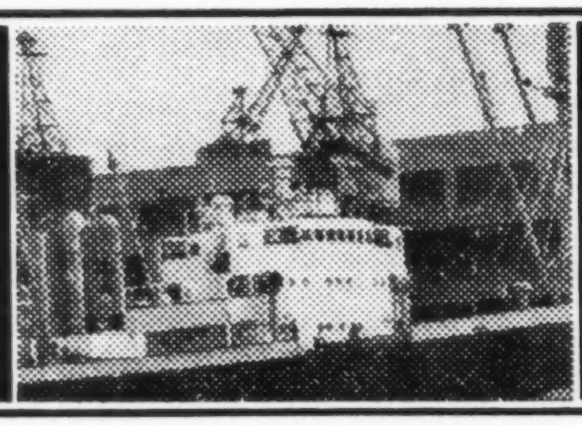

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(129/65) Agency inquiry for building materials. E.S.B. 23593/65.
(127/65) Agency inquiry for cosmetics; foodstuffs and groceries; pharmaceuticals. E.S.B. 22741/65.
(130/65) Inquiry for office machinery and supplies. E.S.B. 23835/65.
(131/65) Inquiry for mechanical handling equipment. E.S.B. 24040/65.
(131/65) Inquiry for wool rugs. E.S.B. 14396/65.
(129/65) Inquiry for books. E.S.B. 23205/65.
(129/65) Inquiry for communication receivers; microphones; motorcycle accessories. E.S.B. 23253/65.
(129/65) Inquiry for builders' hardware. E.S.B. 22898/65.

Colombia
(130/65) Agency inquiry for steel bars and sheets. E.S.B. 23783/65.
(130/65) Inquiry for ceramic magnets. E.S.B. 22842/65.

Cuba
(130/65) Inquiry for university equipment. E.S.B. 22865/65.

Dominica (Windward Islands)
(130/65) Inquiry for agricultural machinery; soft drinks; window display equipment – further information. E.S.B. 21437/65.

Finland
(127/65) Agency inquiry for clothing; socks; yarns. E.S.B. 22737/65.

France
(130/65) Agency inquiry for packing joints; protective clothing; steel armouring and snouts for furnaces. E.S.B. 23222/65.
(129/65) Agency inquiry for tools. E.S.B. 23539/65.
(128/65) Agency inquiry for fabrics; plastics articles. E.S.B. 18001/65.
(129/65) Agency inquiry for steel cables. E.S.B. 23022/65.
(129/65) Agency inquiry for electronic testing equipment. E.S.B. 23540/65.
(128/65) Manufacture under licence – fire extinguishing equipment and warning systems. E.S.B. 22875/65.

Germany, Federal Republic of
(129/65) Agency inquiry for stainless steel goods. E.S.B. 23258/65.
(130/65) Inquiry for china. E.S.B. 23533/65.
(128/65) Inquiry for lace. E.S.B. 23008/65.
(129/65) Inquiry for screws. E.S.B. 23513/65.
(128/65) Inquiry for adhesive tape. E.S.B. 22817/65.
(128/65) Inquiry for machinery for the manufacture of twist drills. E.S.B. 22084/65.
(128/65) Manufacture under licence – machinery. E.S.B. 23204/65.

Ghana
(130/65) State Trading Corporations. C.R.E. 4496/G and C.R.E. 12504/G.

Guatemala
(128/65) Agency inquiry for pharmaceuticals. E.S.B. 23003/65.
(129/65) Inquiry for containers for the cosmetics industry. E.S.B. 23561/65.

Iran
(128/65) Manufacture under licence – cosmetics; pharmaceuticals. E.S.B. 22517/65.

Iraq
(127/65) Inquiry in respect of factory construction project. E.S.B. 22515/65.
(130/65) Inquiry for machinery for producing glass fibre and wool. E.S.B. 23428/65.

Italy
(130/65) Agency inquiry for paints; varnishes. E.S.B 23543/65.
(127/65) Agency inquiry for alloys. E.S.B. 22788/65.
(128/65) Agency inquiry for raw materials for the synthetic yarn industry; spinning machines and accessories. E.S.B. 22485/65.
(128/65) Agency inquiry for furniture; silverware. E.S.B. 22746/65.
(128/65) Inquiry for pellet making machine. E.S.B. 23240/65.
(129/65) Inquiry for incinerators. E.S.B. 23406/65.
(130/65) Inquiry for chicks. E.S.B. 23569/65.
(130/65) Inquiry for welding machines. E.S.B. 23784/65.

Jamaica
(130/65) Agency inquiry for prophylactics; rubber goods. E.S.B. 23757/65.
(129/65) Inquiry for wire netting. E.S.B. 22858/65.

Japan
(130/65) Inquiry for miniature car racing equipment; tenpin bowling equipment. E.S.B. 22738/65.
(128/65) Inquiry for sports equipment. E.S.B. 23259/65.

Jordan
(130/65) Inquiry for footwear machinery and raw materials. E.S.B. 23300/65.

Kenya
(128/65) Inquiry for sanitary-ware. E.S.B. 22743/65.

Lebanon
(130/65) Agency inquiry for protective clothing; tools; welding equipment. E.S.B. 23785/65.
(130/65) Inquiry for suits and slacks for men. E.S.B. 23721/65.

Malaysia
(130/65) Inquiry for tinned vegetables. E.S.B. 22805/65.

Mauritius
(128/65) Joint venture plastic articles. E.S.B. 23045/65.

Mexico
(130/65) Collaboration-hectograph blankets; kraft paper. E.S.B. 23565/65.

New Zealand
(128/65) Agency inquiry for printing and allied equipment. E.S.B. 23287/65.
(128/65) Market report on clocks and watches. E.S.B. 22053/65.

Nicaragua
(129/65) Inquiry for automobile spare parts. E.S.B. 23494/65.

Pakistan
(130/65) Agency inquiry for bone crushing/grinding machinery. E.S.B. 23497/65.
(130/65) Inquiry for scavenging trucks. E.S.B. 23461/65.

Philippines, Republic of the
(130/65) Agency inquiry for products for air conditioning, refrigeration, and electronic industries. E.S.B. 23070/65.

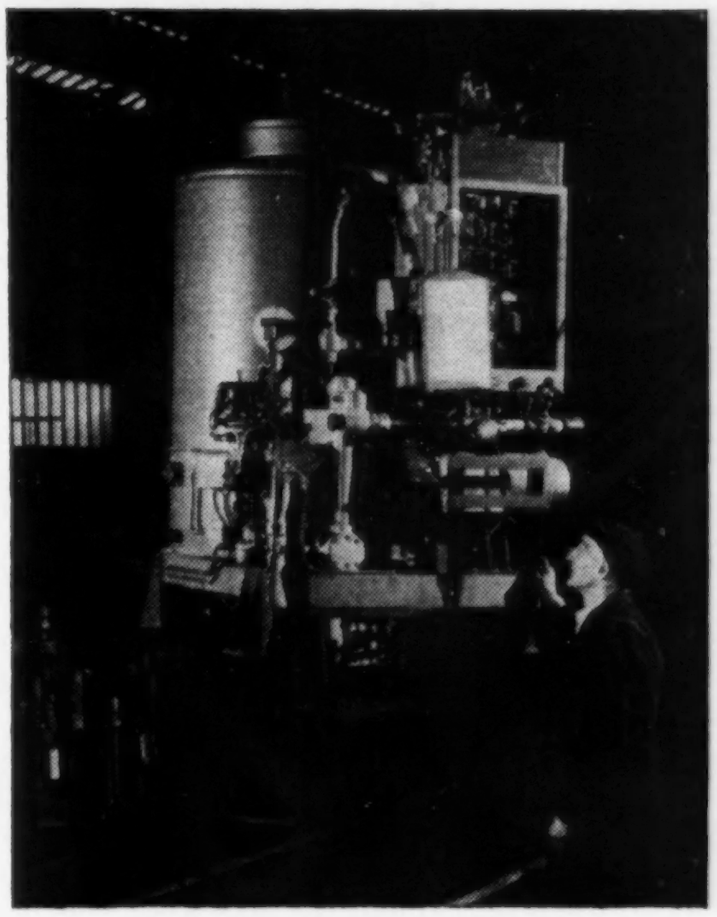
Poland/Israel
(128/65) Trade Agreement. C.R.E. 1090/G.

Portugal
(128/65) Inquiry for rifle cartridge plant. E.S.B. 21174/65.

Rhodesia
(128/65) Inquiry for cosmetic bags and accessories; giftware; jewellery; toilet requisites; toys. E.S.B. 23225/65.

South Africa
(130/65) Agency inquiry for leavers lace; textiles. E.S.B. 23562/65.
(130/65) Agency inquiry for dress materials; suitings. E.S.B. 23763/65.
(129/65) Inquiry for reproduction furniture. E.S.B. 23714/65.

Switzerland
(129/65) Agency inquiry for clothing. E.S.B. 23446/65.



This RO1650 Clayton steam generator is one of 21 being supplied by English Electric's Clayton Division to Simmering-Graz-Pauker A.G. the Austrian railway equipment manufacturers. Capable of providing up to 1650 lbs. of high-pressure steam per hour, the sets will be used for train heating in diesel locomotives being built for Polish State Railways by S.G.P.

(130/65) Inquiry for latex impregnated papers. E.S.B. 23507/65.

Tanzania
(128/65) Inquiry for fire service equipment. E.S.B. 22506/65.

United Arab Republic (Egypt)
(126/65) Inquiry for pumps. E.S.B. 23125/65.

United States of America
(130/65) Agency inquiry for linens, shirtings. E.S.B. 17424/65.
(130/65) Inquiry for dog leads. E.S.B. 23544/65.
(130/65) Inquiry for ballast units. E.S.B. 23299/65.
(127/65) Inquiry for malleable iron castings; steel tubing. E.S.B. 12657/63.
(130/65) Inquiry for boiler tubes. E.S.B. 23557/65.
(128/65) Inquiry for oakum. E.S.B. 21690/65.
(128/65) Inquiry for tape recorders. E.S.B. 23035/65.
(128/65) Inquiry for base papers. E.S.B. 22819/65.
(128/65) Inquiry for ballons; paper clips; tacks. E.S.B. 22879/65.
(129/65) Inquiry for acrylic braid. E.S.B. 37796/64.
(129/65) Sub contracting – steel fabrication; piping; refractory and electrical installations. E.S.B. 22710/65.

Venezuela
(129/65) Agency inquiry for electrical equipment. E.S.B. 23231/65.
(127/65) Inquiry for engineering services for a petroleum refinery. E.S.B. 21786 65.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of May 21. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 1316 of June 11 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Company's own jet plane for North American visit

Dr. D. M. McDonald, chairman of BSR Ltd., Old Hill, Staffordshire, which claims to be one of the world's largest manufacturers of sound reproduction equipment, left Britain for an export-promoting visit to the United States and Canada, on June 23.

He is being accompanied by a party of executives from the company, and the party will be travelling across the Atlantic and through the United States in the company's own Hawker Siddeley 125 jet aircraft.

Middle East Tour

Mr. D. B. Moseley, export area manager of Electric and Musical Industries Ltd., Hayes, Middlesex, left on June 25 for a four- to five-week tour of the Middle East.

His itinerary includes Karachi, Teheran, Baghdad, Kuwait, Beirut, Cairo, Benghazi and Tripoli. The visit is in connection with general market and agency matters.

United Kingdom delegation seeks watch standards

Frank West, secretary of the British Horological Institute, flew to Switzerland on June 21.

As leader of a United Kingdom delegation of the British Standards Institution to take part in the first International Organization for Standardization meetings on horology at Neuchatel. He was accompanied by Mr. R. Lenoir, for many years technical director of Smiths Clock and Watch Division, and Mr. R. A. V. Walker, technical officer of the British Standards Institution.

Visits to 40 countries

Directors of the various companies of the Holland and Lewis group of cloth merchants, who last year sold British fabrics to more than 70 countries, visited 40 of these countries during the first five months of 1965.

In a statement issued on June 29 the board of Holland & Lewis (Holdings) Ltd. (which consists of Michael Lewis, chairman; joint managing directors, A. D. R. Holland and A. H. Lewis; and D. H. R. Holland, secretary); say: 'Our overseas sales last year accounted for almost 80 per cent of our turnover and may go even higher this year. We are indeed grateful and would like to thank our colleagues in the various subsidiary companies, and our staff, for their assistance in the achievement.'

Eastern European tour

Mr. D. H. Linney and Mr. G. N. B. Lynam, both export representatives of QVF Ltd., Stoke-on-Trent, will leave England early in July to visit the Soviet Union, Poland, Hungary, Czechoslovakia, Rumania, Bulgaria and Yugoslavia. QVF are to hold an international sales conference in Wiesbaden from October 7 to 9, coinciding with the tenth anniversary of the establishment of their German subsidiary, QVF Glastechnik GmbH, which is based at Wiesbaden. QVF representatives or agents from 15 countries are expected to attend. This will be the signal for a redoubled sales drive throughout Europe, including the introduction of new products.

Mr. Simon Hill (left), director and general manager of Nickols Automatics Ltd., East Grinstead, wishes 'bon voyage' to Mr. Jack Smith, a senior installation engineer heading a three-man team delivering the first consignment of Nickols system capstan lathe conversion equipment to be exported direct to France. An initial order for £6,500-worth of equipment has been received.

INDEX INQUIRIES

Inquiries about the detailed contents of the* Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.
Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

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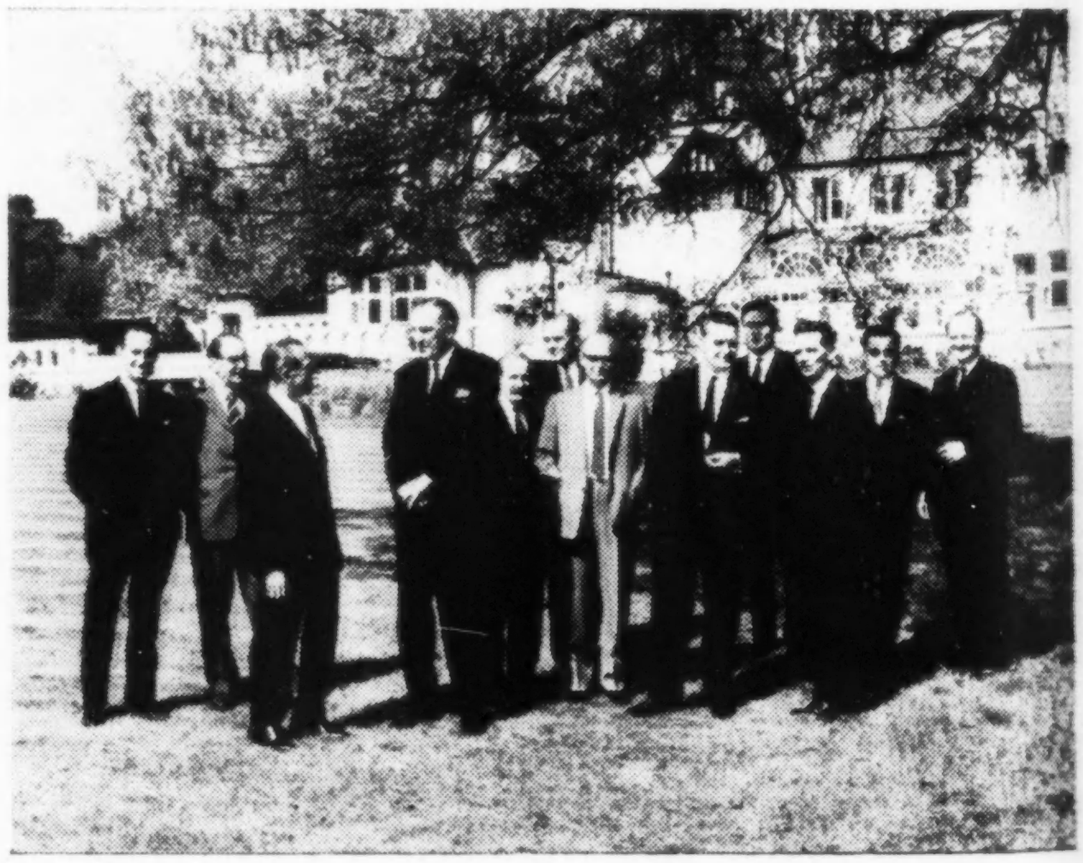


A trade delegation from the Castrol Group left to visit the Soviet Union during June. This photograph was taken at an hotel in Surrey, where some members of the Castrol delegation met to discuss details of this mission with J. B. Scott, chairman, Russian Section of the London Chamber of Commerce, and a well-known expert on Soviet affairs. Dr. Scott (fourth from left) is seen talking to Mr. L. G. Packham, assistant managing director, Castrol Group and leader of the delegation.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

British firms gain 50 per cent of German lawnmower market

The British Qualcast Group claim that in less than 10 years they have captured 50 per cent of the German market for hand lawn mowers. Qualcast exports to Germany, which numbered 5,000 units in 1957, are now in the region of 120,000 units.

Despite tariff charges and the cost of special designs, Qualcast machines are sold to the German public at prices below home produced handmowers. This was borne out in a recent report by the German consumer magazine Deutsche Mark which pointed out that machines manufactured by Qualcast were superior to German mowers costing twice as much.

Bermuda buys British TV

Pye TVT Limited of Cambridge have been awarded a contract through Thomson Television (International) Ltd., to supply a complete commercial television station for Bermuda. This includes a 3 kilowatt 525-line Band III transmitter, together with associated mast and aerial equipment. The studio centre will be provided with vidicon cameras and telecine units. The new station, ZFBTV, due to go on the air during July, will give viewers 42 hours extra television each week.

Machine tool order from USSR

Two executives of the Charles Churchill Group, who recently returned from Moscow, report a £93,000 order for gear processing machine tools for delivery to the USSR in late 1965 and early in 1966. Mr. John Mills, managing director of Churchill Gear Machines Ltd., Blaydon-on-Tyne, and Mr. David Walder, commercial manager of Charles Churchill Export Division, went to Russia at the request of Stankoimport, the state organization for the import and export of machine tools.

The gear processing machines ordered are new to Soviet production methods and are to be installed in a factory in Moscow. The plant is one of the biggest volume producers of trucks in Russia and also manufactures refrigerators, employing a labour force of over 50,000 people. The factory also produces in small numbers an executive type motor car.

Pvc ducting for Nigeria

What is believed to be one of the largest single orders for unplasticized PVC cable ducting has been placed with Extrudex Limited (a Bakelite Xylonite company), Aycliffe Works, near Darlington, Co. Durham, by Costain (West Africa) Limited.

Involving over 250 miles of 4-inch diameter unplasticized PVC tubing for the Nigerian Telecommunications System, this contract was won against strong British, American and Continental competition.

Large Greek order for laminated plastics

Formica Limited, a member of the De La Rue Group, has obtained an order to supply Formica decorative laminate for use in Greek Government schools. This order was won against fierce continental competition and is for approximately 350,000 square feet of material.

It is anticipated that further orders for the project will bring the total required to over 1,000,000 square feet of Formica decorative laminate.

Steel partitioning in Saudi Arabia

An export order to the value of £54,000 for Roneo Vickers steel partitioning has recently been placed with Roneo Vickers Partitions Ltd., in connection with the Saudi Arabian schools programme.

Work on the initial phase of the project, the first part of an ambitious 5-year development programme is now underway, and the first deliveries from the Roneo Vickers Partitions are scheduled soon.

A. F. Craig & Co. Ltd., the Paisley engineering firm, recently received a £3¼ million order from Persia for a complete sugar plant. The plant will include a sugar diffuser, the fourth of its kind to be built by Craig's. The diffuser is used for the extraction of the sugar from beet in a continuous process. This picture shows British Oxygen's Ferromax electrode being used to weld a seam of a vacuum pan calandria. British Oxygen's Ferromax electrodes have been chosen for all the hand welding on the diffuser.

Export contract for nuclear reactor

A contract to carry out the principal design, manufacture, installation and commissioning of a water-moderated nuclear research reactor, has been given to Fairey Engineering Ltd. by the Federal Institute for Research Reactors (ER), Würenlingen, Switzerland. This contract results from a design submitted by Fairey's and supported by the Reactor Group of the UKAEA, with whom Fairey's have an access agreement.

Slaughterhouse contract in Gambia

A modern slaughterhouse was recently opened in the Albert Market at Bathurst in Gambia (W. Africa). Built to provide hygienic communal facilities for the market, the slaughterhouse will have a throughput of approximately 75 cattle units a week. The building was designed by Ronald Ward & Associates of Lagos, Nigeria, and the equipment was planned and installed by Iwel Engineering Ltd., to the order of the Crown Agent.

Tram trailers for Hong Kong

An order worth £20,000 has been received by Metal Sections Ltd., a TI company, of Oldbury, near Birmingham, for 10 singledeck tram car trailers for Hong Kong Municipal Tramways. The vehicles will be shipped in crates in c.k.d. (completely-knocked-down) form, and assembled on bogies in Hong Kong. It is expected that this initial order, which is in the nature of a trial operation, will be followed by further substantial orders when the tram-trailer concept is proved in operation.

Order from Czechoslovakia

Parkinson Cowan Limited, through their Overseas Division, Parkinson Cowan International, have obtained an order from Czechoslovakia for control equipment for metering condensates in a gas plant being built in Czechoslovakia for subsequent export to Yugoslavia.

Municipal vehicles for Far East

The Municipal Division of Dennis Bros. Ltd., specialized vehicle manufacturers, of Guildford, have announced an order from the Singapore Public Utilities Board, who are increasing their fleet of Dennis municipal vehicles by the addition of 17 Paxit refuse collectors. The Kuala Lumpur fleet is also being increased with a Paxit Major 11A machine.

The Fire Appliance Division of Dennis Bros. Ltd. have recently despatched several appliances for Ceylon.

Export of laboratory glassware to Germany

Quickfit & Quartz Ltd., makers of interchangeable laboratory glassware at Stone, Staffordshire, announce a substantial increase in their exports to West Germany. Mr. E. S. Pearse, managing director, said that figures for the first half of 1965 were 65 per cent higher than for the corresponding period of 1964—in which year as a whole the firm's sales had risen by 62 per cent over 1963. The firm has a West German subsidiary, Quickfit Laborglas, whose office and warehouses are at Wiesbaden.

Aluminium alloy towers for New Zealand

British Insulated Callender's Construction Co. Ltd. has been awarded a contract valued at nearly £25,000 by the New Zealand Electricity Department. This is for the design and supply of aluminium alloy 'V' type guyed structures. The structures will be used for overhead lines with voltages of up to 220kV.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

NEW ZEALAND

Customs tariff review on some goods

THE NEW ZEALAND Ministry of Customs has announced that it intends to review the decisions of the Minister approving the admission of certain goods under Item 448 (3) of the former Tariff (although the new tariff came into force on July 1, 1962, provision has been made for the continuation of these concessions until June 30, 1966).

The Minister has now decided that goods approved under Item 448 (3) which are subject to the same or lower rate of duty in the present Tariff will revert to the substantive items from July 15, 1965.

Anyone wishing to make representations for or against any of the remaining goods being approved for further concessionary entry under Part II of the present Tariff should do so in writing to the Comptroller of Customs, Private Bag, Wellington, on or before July 15, 1965, clearly marking submissions '448 Review' and quoting the relevant decision in full. Separate submissions should be made under each decision reference.

The following goods are covered by this review:

Edi-Cote No. 103 mould release agent for concrete.
Edenox K8 – 18.
Edinox K12 – 18.
Electrical appliances, other than lamps, stoves and ranges –
- Contacts, brass, spring loaded plunger types, specially suited for making lamp holders.
- Inserts, metal, for handles of electric irons.
- Insulators, pin type, declared by a manufacturer for use by him only in making electrical switchgear, including fuses
- Lights, indicating, declared by a manufacturer for use by him only in making coffee percolators.
- Lights, indicating, declared by a manufacturer for use by him only in the manufacture of electric heaters.
- Lights, indicating, on declaration by a manufacturer for use by him only in making electric fish fryers.
- Lights, indicating, snap-in, for the manufacture of electrical appliances other than stoves, ranges and washing machines.
- Milled mixes F and B (composed of graphite and manganese) for making batteries.
- Moisture stoppers for sealing the ends of tubes in the manufacture of heating elements.
- Paper of approved qualities, declared by a manufacturer for use by him only in making electrical resistances, condensers, transformers, or insulated telephone cables.
  - Approved –
    - Kraft, manila, and tissue, in rolls exceeding 2 in. in width.
- Paper, tissue, acid free, declared by a manufacturer for use by him only in making dry cell batteries.
- Sockets, lamp (pilot lampholders), for radio sets, declared by a manufacturer for use by him only in making (not repairing) dial mechanism for radios.
- Stampings and spinnings of iron, not built up in any way, and not polished, plated, lacquered, or similarly worked, for making electric light fittings.
- Stampings and spinnings of iron, not built up in any way, for making electric radiators.
- Stampings and spinnings of non-ferrous metal, not built up in any way, and not polished, plated, lacquered, or similarly worked, for making electric light fittings.
- Stampings and spinnings of non-ferrous metal, not built up in any way, for making electric radiators.
- Switches, cord pull and toggle (other than wall type toggle switches), on declaration by a manufacturer for use by him only in making electric heaters.
- Switches, three heat, specially suited for the manufacture of electric blankets.
- Switches, toggle, snap-in, for the manufacture of electrical appliances other than stoves, ranges, and washing machines.
- Television –
  - The following materials for use in the manufacture of television picture tubes:
    - Unprocessed glass bulbs.
    - Electron gun assemblies.
- Transformers –
  - Metal fittings, cotton covered wire, and electrical insulators, as may be approved, declared by a manufacturer for use by him only in making transformers having a secondary voltage exceeding 200 volts.
  - Plywood of approved qualities declared by a manufacturer for use by him only in making electrical transformers.
- Tubes of resin-impregnated paper as may be approved declared for use only in the manufacture or repair of high-tension electrical equipment.
  - Approved –
    - (1) Tubing conforming to B.S.S. 1314/1946.
    - (2) 'Dilecto' Tubes.
  - Welders –
    - Silicon-steel punched strip for making electric welders.
- Lamps –
  - Switches, push button, cord pull, or chain pull, on declaration by a manufacturer for use by him only in making bed, table or wall lamps.
- Stoves and ranges –
  - Switches, toggle, snap-in, for the manufacture of electric stoves and ranges.
  - The following materials declared by a manufacturer for use by him only in making (not repairing) articles in New Zealand:
    - Lights, indicating, and shrouds therefor, for use on electric stoves.
- Washing machines –
  - Lights, indicating, declared by a manufacturer for use by him only in making washing machines.
  - Switches, snap-in, toggle, for use in making washing machines.
- Electrodes –
  - Electrodes as may be approved, for use with the electric arc for use with the electric arc for depositing hard surfaces on metals.
    - Approved –
      - Cobalarc hard alloy electrodes.
- Electroplating or immersion plating, etc. –
  - Salts and other chemicals specially prepared and declared for use in electroplating, immersion plating, tinning, or galvanizing.
- Enamelling –
  - Opacifier S100.
  - Salts and other chemicals specially prepared and declared for use in enamelling.
- Engines, including jet engines, but not including clockwork mechanisms, suited for use on model aircraft and model boats.
- Enzymes –
  - Amylozyme.
  - Bacterase.
  - Gelatase.
  - Nervanase.
- Epichlorohydrin (chloropropylene oxide)
- Ethylene glycol or monoethylene glycol declared by a manufacturer for use by him only for approved purposes.
  - Approved –
    - For making electrolytic condensers.
    - For making antifreeze preparations.
    - For use as a solvent in making lacquers.

For use in the manufacture of synthetic resins.
For use in making paints.
For use in making printing inks.
Ethyl hexoic acid.
Explosives –
Aniline and toluidine mixture, declared by a manufacturer for use by him only in making explosives.
Aniline oils.
Mirbane, oil of (nitro-benzene).
Toluidine oil.
Tri-nitro-toluol.

Details of the substantive tariff rates can be seen at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Trade Associations thought to be interested have been informed, and it is suggested that any British firm wishing to make representations might get in touch with its Trade body.

Firms proposing to submit independent representations and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 11806/G.

Any British firm or Trade Association intending to make representations is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

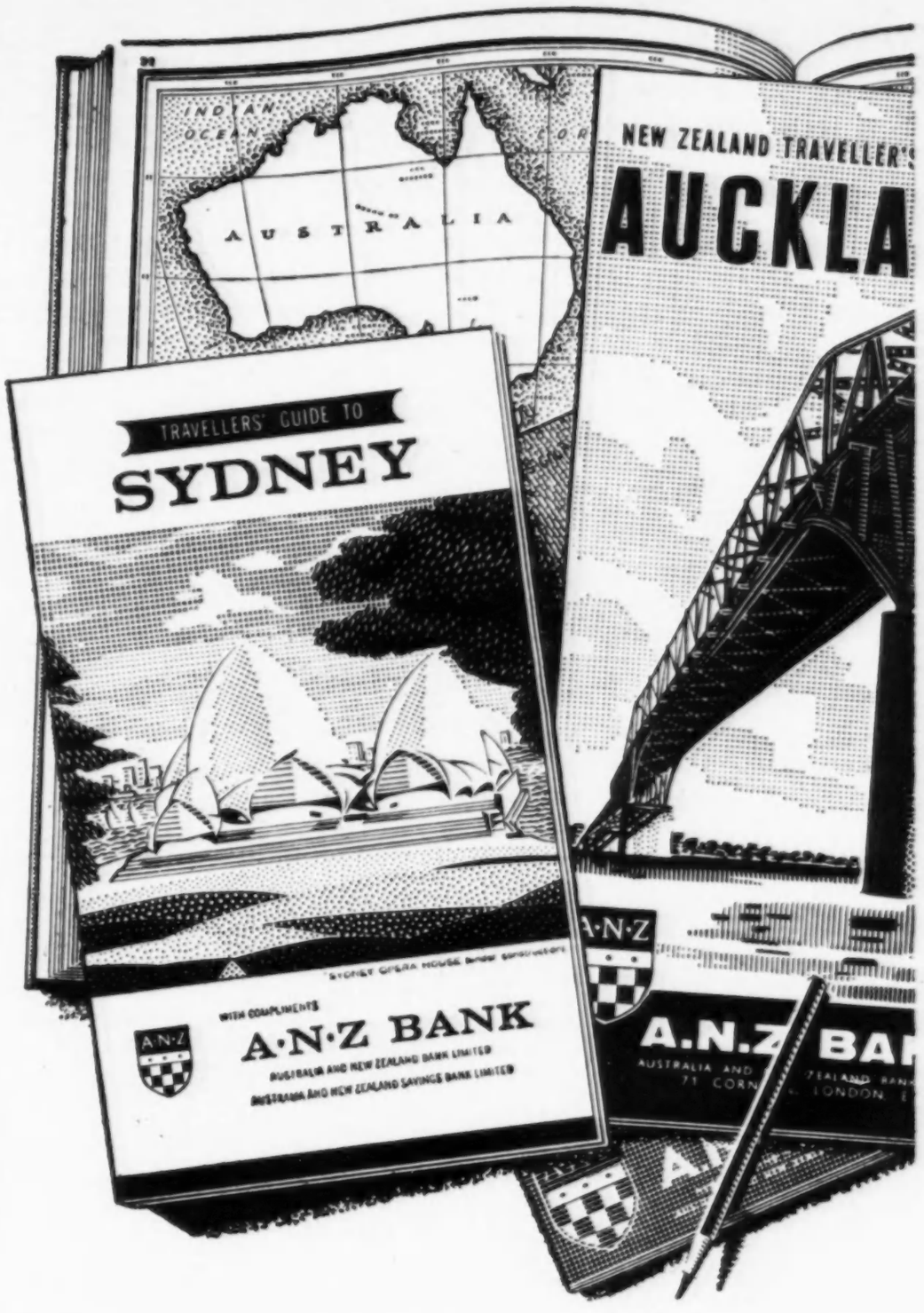
Revocation of some tariff concessions on articles and materials

THE New Zealand Minister of Customs is reviewing the decisions approving the admission at concessionary rates of duty of certain items used solely in the fabrication and repair of goods in New Zealand under Item 448 of the former Tariff.

The New Zealand Customs Department have now published a list of items for which entry at concessionary rates of duty will be revoked with effect from July 1, 1965, as follows:

Apparel:
Fasteners:
Cotton closures, consisting of two strips of narrow webbing in the piece with buttons at intervals on one strip and buttonholes in corresponding positions on the other
Gloves:
Astrakhan fabric, knitted imitation, containing wool, declared by a manufacturer for use by him only in the manufacture of gloves
Fur plush declared by a manufacturer for use by him only in the manufacture of gloves
Loops composed of plastic tubing and elastic, specially suited for making neckties
Stiffeners, plastic, for use in making bow ties
Tape, stay, being strips of union (linen and cotton) material cut on the straight and not exceeding 2in. in width
Textile piece-goods:
Beige cloth of wool and cotton, the invoice of which does not exceed 2s. 1d. per sq. yd., declared by a manufacturer for use by him only in making underwear
Textile piece-goods, even if containing wool, declared by a manufacturer for use by him only for making clerical vestments
Uniforms and regalia:
Fittings, metal, for military and fire brigade helmets
Letters and figures, metal, suited for use in making uniforms
War ribbon bars
Whalebone including fabric covered whalebone, and imitation whalebone
Yarns of wool, or containing wool, declared by a manufacturer for use by him in making stump socks
Arquads (Quaternary ammonium salts)
Asphalt and bitumen:
Asphalt of approved qualities, declared by a manufacturer for use by him only in making coal briquettes
Bags, trunks, etc.:
Piping for making handbags
Basalt pozzolan
Bottles, graduated, of neutral glass, declared by a manufacturer for use by him only for packing intravenous solutions
Brushes, brooms, mops, carpet sweepers, etc.:
Ferrules, metal
Mohair pile fabric declared by a manufacturer for use by him solely in making floor wax applicators
Mop connectors, metal, other than round or oval, specially suited for attaching mops to handles on declaration by a manufacturer for use by him only in making mops
Stampings, iron, plain and unbuilt, for brush backs
Stampings, metal, for the manufacture of rotary wire brushes
Stampings, metal, in the rough, declared by a manufacturer for use by him only in making carpet sweepers
Stampings, non-ferrous strip metal, bent to shape for frames for brush backs
Twines, 2-16 ply, of approved qualities, for making brushes and brooms
Approved:
Emu brand 3-ply broom twine
Mop twines
Wedges, metal, specially suited for use in making paint brushes
Wire, metal, crimped, not thicker than 25 gauge, specially suited for the manufacture of brushes
Bushings, cast, in the rough, of iron or steel alloyed with chromium, nickel, or manganese
Butyl acid phosphate
Butyl acetyl ricinoleate
Butyraldoxime

Details of the items concerned, together with the substantive tariff in force from July 1, 1965, can be seen at Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). Anyone wishing to make any inquiry about this notice should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 11806/G.



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AUSTRALIA

Further Tariff Board Inquiry under the General Textile Reference

THE TARIFF BOARD will hold a public inquiry under the General Textile Reference (made in October 1960) in October and December 1965 and February 1966. This inquiry will deal with those matters still to be considered under the General Textile Reference.

The terms of the General Textile Reference are:

(a) whether assistance should be accorded the production in Australia of textile yarns, fabrics and articles manufactured therefrom (except apparel) and if so found, the nature and extent of such assistance; and

(b) if the Board's findings in respect of (a) are for assistance by means of the Customs Tariff, then what rate of duty should be provided for under each of the columns in the Schedule to the Customs Tariff in respect of the goods concerned.

The Tariff Board will take evidence on the following goods. The Tariff Items which became operative on July 1, 1965, under the new Customs Tariff (see the notice in the *Board of Trade Journal* of May 7, page 1044) and the items currently applicable to the goods upon importation, are also shown.

GROUP A

Section No.	Description of Goods	Tariff Item Operative from July 1965	Previous Tariff Item
1	Knitted or crocheted fabrics, not elastic nor rubberized, but not including:		
	Tubular knitted gas mantle fabric	60.01.1	479 A
		60.01.211	110 D, 120 C 1 b
		60.01.219	110 D, 479 B
		60.01.22	110.D, 479 D 1
		60.01.31	479 D 2 a
		60.01.32	479 D 2 b
		60.01.331	479 D 2 c 1
		60.01.332	479 D 2 c 2
		60.01.339	479 D 2 c 3
		60.01.39	479 D 2 d
		60.01.91	110 D, 479 E
		60.01.92	110 D, 479 C
		60.01.991	110 D, 479 F 2
		60.01.999	110 D, 479 F 2
	Knitted or crocheted fabrics, elastic or rubberized	60.06.11	331 B 2 b 1
		60.06.12	331 B 2 b 2
		60.06.19	331 B 2 b 3, 331 B 2 b 4
		60.06.9	110 D, 332 B 1, 477 C
		51.04.4	460 C 3 d
3	Elastic and elastomeric fabrics and trimmings (other than knitted or crocheted goods) consisting of textile materials combined with rubber threads	59.13.1	331 B 2 b 1
		59.13.2	331 B 2 b 2
		59.13.9	331 B 2 b 4
		60.01.93	110 D, 479 F 1
4	Rubberized textile fabrics, but not including:		
	Felt fabrics.		
	Knitted, or crocheted fabrics.		
	Elastic fabrics and trimmings		
	Fabrics of a kind commonly used by machinery or plant:		
	Transmission, conveyor or elevator belts or belting	59.11	477 B, 477 C
5	Textile fabrics coated with gum or amylaceous substances, of a kind used for the outer covers of books and the like; tracing cloth; prepared painting canvas; buckram and similar woven fabrics for hat foundations and similar uses.	59.07.921	464 C 2 f
		59.07.929	464 C 6 b 2
		59.07.93	460 C 5 a, 460 C 6 a, 460 C 7, 465 C 5 a, 465 C 6 a, 465 C 7
		59.07.99	466 C 4 b, 467 C 3 b, 468 C 3 c, 470 B 2
6	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials, but not including:		
	Felt fabrics.		
	Fabrics of a kind commonly used in machinery or plant	59.08.1	475 A 1
		59.08.2	475 A 2
		59.08.3	475 A 3
		59.08.4	475 A 4
		59.08.5	475 A 5
		59.08.6	475 B 1, 475 B 2 b, 475 C, 477 C
		59.08.911	475 D 1
		59.08.912	475 D 2
		59.08.913	475 D 2
		59.08.99	475 D 3
7	Textile fabrics coated or impregnated with oil or preparations with a basis of drying oils, but not including:		
	Felt fabrics		
	Fabrics of a kind commonly used in machinery or plant	59.09.1	476 A
		59.09.2	476 B
		50.09.9	476 C, 476 D
8	Textile fabrics otherwise impregnated or coated, but not including:		
	Felt fabrics.		
	Fabrics of a kind commonly used in machinery or plant	59.12.1	122 A, 384 A 4
		59.12.2	486 A
		59.12.911	118 B, 478 A
		59.12.919	478 B
		59.12.991	118 B
		59.12.992, 59.12.993	Various
9	Felt fabrics, whether or not impregnated or coated, but not including:		
	Felt base floor coverings having a surface similar to linoleum		
	Fabrics of a kind commonly used in machinery or plant	59.02.11	474 A 1
		59.02.191	474 B 1, 474 C
		59.02.192	419 A, 474 B 1, 474 B 2
		59.02.199	419 A, 474 B 1, 474 C
		59.02.21	118 B
		59.02.22	419 A, 475 A 1
		59.02.29	419 A, 477 C
10	Wadding and articles of wadding; textile flock and dust and mill neps.	59.01.1	123 A
		59.01.2	79, 122 E, Unspecified
		59.01.91	79
		59.01.99	Unspecified

GROUP B

Section No.	Description of Goods	Tariff Item Operative from July 1965	Previous Tariff Item
1	Embroidery, in the piece, in strips or in motifs	58.10.1	481 A
		58.10.9	481 B
2	Braids and ornamental trimmings in the piece; tassels, pompons and the like	58.07.91	106 A
		58.07.92	484 A
		58.07.93	390 A 1 b 1, 390 A 1 b 2
		58.07.94	484 B
		58.07.95	484 C
		58.07.991	484 D
		58.07.999	106 B, 484 E
3	Twine, cordage, ropes and cables, plaited or not	59.04.1	391
		59.04.21	390 B 1
		59.04.29	390 B 2
		59.04.91	390 A 1 b 1
		59.04.92	390 A 1 a 1, 390 A 1 b 2
		59.04.93	390 A 1 a 2, 390 A 1 b 2
		59.04.99	390 A 1 b 2
4	Nets and netting made of twine, cordage or rope, and made up fishing nets of yarn, twine, cordage or rope, but not including:		
	Articles for indoor or outdoor games	59.05.1	389 C
		59.05.91	390 A 1 b 1
		59.05.99	390 A 1 b 2
5	Other articles made from yarn, twine, cordage, rope or cables, other than:		
	Textile fabrics and articles made from such fabrics		
	Articles of a kind commonly used in machinery or plant	59.06.1	122 A, 390 A 1 b 1
		59.06.9	119 A, 122 A, 390 A 1 b 2
6	Woven fabrics wholly or in chief part by weight hemp, jute or other vegetable textile fibres; woven fabrics of paper yarn, but not including:		
	Fabrics containing 20% or more by weight of wool or man-made fibres		
	Filter cloth for use in mines or oil mills		
	Press cloth for use in oil mills	57.09.1	467 C 2
		57.09.91	467 C 3 a
		57.09.99	467 C 3 b
		57.10.1	466 C 1 a
		57.10.921	466 C 3 a
		57.10.929	466 C 3 b
		57.10.999	466 C 4 b
		57.11.92	468 C 3 b
		57.11.99	468 C 3 c
		57.12.9	470 B 2
7	Transmission, conveyor or elevator belts or belting, of textile material, whether or not strengthened with metal or other material	59.16.11	483 A 1
		59.16.19	483 A 2
		59.16.9	483 B
8	Woven labels, badges and the like, not embroidered, in the piece, in stripes or cut to size or shape	58.06	480
	(*Note*: Labels are identifiable from tapes and ribbons by bearing individual inscriptions or motifs obtained for example by weaving (including broche), or printing but not by embroidery).		

GROUP C

Section No.	Description of Goods	Tariff Item Operative from July 1965	Previous Tariff Item
1	Woven fabrics wholly or in chief part by weight of silk, but not including:		
	Fabrics containing 20% or more by weight of wool or man-made fibres		
	Milling silk	50.09.1	459 C 1 c
		50.09.41	459 C 3
		50.09.492	459 C 5 b
		50.09.493	459 C 5 c 1
		50.09.499	459 C 5 c 2
		50.10.1	459 C 1 c
		50.10.41	459 C 3
		50.10.492	459 C 5 b
		50.10.493	459 C 5 c 1
		50.10.499	459 C 5 c 2
2	Woven fabrics wholly or in chief part by weight of flax or of ramie or flax and ramie, but not including:		
	Fabrics containing 20% or more by weight of wool or man-made fibres		
	Filter cloth for use in mines or oil mills		
	Press cloth for use in oil mills .	54.05.11	463 C 1 c
		54.05.12	463 C 2 a
		54.05.19	120 D 2, 463 C 2 b
		54.05.2	463 C 1 a
		54.05.941	110 D, 463 C 5 a 1
		54.05.949	110 D, 463 C 5 a 2
		54.05.991	110 D, 463 C 6 b
		54.05.999	110 D, 463 C 5 b, 463 C 6 c
3	Textile hosepiping and similar tubing, with or without lining, armour or accessories of other materials .	59.15	332 E 2
4	Narrow woven fabrics of a width not exceeding 30 centimetres with woven or false selvedges or in tubular form, including bias binding with folded edges and such fabrics with printed or embossed designs thereon, but not including:		
	Filter cloths for use in mines or oil mills.		
	Press cloth for use in oil mills .	58.05.11	482 A 1 b
		58.05.12	482 A 1 c
		58.05.131	482 A 2 b
		58.05.132	482 A 2 a 1
		58.05.139	482 A 2 a 2
		58.05.14	482 A 4 a
		58.05.15	482 A 3 b
		58.05.16	482 A 4 b
		58.05.17	482 A 4 c
		58.05.181	482 A 5 a
		58.05.182	482 A 5 b
		58.05.189	482 A 5 c
		58.05.19	482 A 6
		58.05.31	482 B 1
		58.05.32	482 B 2
		58.05.391	482 B 3 a
		58.05.399	482 B 3 b
5	Woven pile fabrics and chenille fabrics (other than terry fabrics, narrow fabrics and carpeting) . . .	58.04.11	472 A 1
		58.04.121	472 A 2 a
		58.04.129	472 A 2 b
		58.04.13	472 A 3
		58.04.141	472 A 4 a
		58.04.149	472 A 4 b
		58.04.19	472 A 5
		58.04.9	472 C

GROUP D

Section No.	Description of Goods	Tariff Item Operative from July 1965	Previous Tariff Item
1	Textile fabrics and textile articles of a kind commonly used in machinery or plant, including:		
	Card clothing; bolting cloths; filter cloths; textile 'felts' as used in paper-making machinery; metal reinforced textile fabrics of a kind used in machinery or plant; cords, braids and similar textile materials of a kind used as packing or lubrication materials; gaskets, diaphragms and washers of textile materials; discs, sleeves and pads for polishing machines; textile bags for oil presses; cords cut to length, for use on Jacquard or other looms; loom pickers; bags for vacuum cleaners; filter bags for air filtration plant; oil filters for engines . . .	59.17.11	459 C 1 a
		59.17.119	460 C 3 c, 465 C 3 c
		59.17.12	460 C 1 b, 462 C 1 b, 463 C 1 b, 464 C 2 c, 465 C 1 b, 466 C 1 b, 467 C 1, 468 C 1, 482 A 1 a
		59.17.131	390 A 1 b 1, 484 D
		59.17.139	390 A 1 b 2, 484 D
		59.17.14	479 C, 482 B 2, 482 B 3 a, 482 B 3 b, Various items according to composition.
		59.17.191	474 A 2
		59.17.192	117 A
		59.17.199	117 B, 475 A 1, 477 C, 482 B 2, 482 B 3 a, 482 B 3 b
		59.17.91	122 G
		59.17.921	179 L 1
		59.17.929	179 M, 380 B
		59.17.93	374 D 2
		59.17.941	117 A
		59.17.949	117 B
		59.17.991	122 B, 174 J 2, 174 V 41, 374 D 3
		59.17.999	122 A, 174 V 41, 374 D 3
2	Textile articles not covered by a preceding reference, of a type consisting basically of one or more layers of textile fabric, but not including:		
	Squares or rectangles of fabrics with two or more raw edges (e.g., not pinked nor heat sealed).		
	Towels.		
	Bedsheets, pillow cases and bolster cases.		
	Articles of bonded fibre fabric .	59.02.9	120 A 1, 120 A 2, 122 B, 131 B,
		60.05.991	120 A 2, 121 A 2, 122 A, 376 C 1, 376 C 2, 376 C 3
		60.05.999	376 C 2, 376 C 3 120 A 1, 121 A 1, 122 A, 376 C 1, 376 C 2, 376 C 3
		60.06.9	122 A
		61.05.11	120 B 1 a 1
		61.05.19	120 B 1 a 2
		61.05.9	120 B 1 b
		61.11.1	106 D 3
		61.11.2	110 P
		61.11.9	110 D, 110 M, 122 A, 122 B, 332 B 4, 390 A 1 c 1, 390 A 1 c 2
		62.02.1	120 B 2
		62.02.6	120 F, 120 G
		62.02.71	121 A 2, 305 A
		62.02.79	121 A 1, 305 A
		62.02.91	120 A 2, 121 B, 122 A
		62.02.99	120 A 1, 121 B, 122 A
		62.03.1	134 A, 134 B
		62.03.9	133 B, 338 A 1 a
		62.04.1	131 A
		62.04.9	121 A 1, 122 A, 305 A
		62.05.1	120 E
		62.05.2	122 C
		62.05.3	131 B
		62.05.4	122 H
		62.05.5	132 B
		62.05.61	390 A 1 b 1
		62.05.69	390 A 1 b 2
		62.05.9	110 D, 120 A 1, 122 A, 309 D, 315, 376 C 2
3	Textile articles being fabrics defined for cutting and which when cut constitute textile articles otherwise covered by paragraph 2 of this group	54.05.12	463 C 2 a
		54.05.19	120 D 2, 463 C 2 b
4	Woven fabrics wholly or in chief part by weight of metal threads or metallized yarn, of a kind used in articles of apparel, as furnishing fabrics or the like . . .	52.02	461 B
5	Monofil, imitation catgut and strip of man-made fibre materials . .	51.02.11	460 A 1 a
		51.02.19	460 A 1 b
		51.02.91	460 A 2 a
		51.02.92	460 A 2 b
		51.02.99	460 A 2 c
6	Tulle and other net textile fabrics, plain or figured and hand or mechanically made lace in the piece, in strips or in motifs, but not including:		
	Woven, knitted or lockstitched fabrics.		
	Embroidered fabrics . . .	58.08.1	473 A
		58.08.91	473 B 1
		58.08.92	473 B 2
		58.08.93	473 B 3
		58.08.941	473 B 4 a
		58.08.942	473 B 4 b
		58.08.949	473 B 4 c
		58.08.99	473 B 5
		58.09.1	473 A
		58.09.91	473 B 1
		58.09.92	473 B 2
		58.09.93	473 B 3
		58.09.941	473.B 4 a
		58.09.942	473 B 4 b
		58.09.949	473 B 4 c
		58.09.99	473 B 5
7	Wicks of woven, plaited or knitted textile materials, for lamps, stoves, lighters, candles and the like; tubular knitted gas mantle fabric and incandescent gas mantles. .	59.14.1	479 F 2
		59.14.2	206 D
		59.14.91	122 A, 126 A 1
		59.14.99	122 A, 126 A 2

(Continued on next page)

AUSTRALIA, *continued*

Section No.	Description of Goods	Tariff Item Operative from July 1965	Previous Tariff Item
8	Blankets and rugs, blanketing and rugging but not including fabrics of a kind commonly used in machinery or plant	53.11.3	110 D, 117 B
		53.12.2	117 B
		53.13.2	117 B
		55.09.231	117 A
		55.09.239	117 B
		56.07.21	117 B
		60.05.911	117 A
		60.05.919	117 B
		62.01.1	117 A
		62.01.9	117 B
9	Woven cotton fabrics for the manufacture of sponge cloths, sweat rags and dorset cloths . .	55.09.25	120 E
10	Other: Not covered elsewhere by this inquiry nor by any previous inquiry under the General Textile Reference		

GROUP E

Section No.	Description of Goods	Tariff Item Operative from July 1965	Previous Tariff Item
—	Carpets, carpeting, rugs, mats, matting and tapestries . . .	58.01.1	118 D 1
		58.01.91	118 A 1
		58.01.991	118 D 4
		58.01.999	118 D 4
		58.02.1	118 D 1
		58.02.2	118 D 6
		58.02.3	118 D 2
		58.02.4	119 B
		58.02.6	359 D 4
		58.02.7	118 A 1
		58.02.911	118 D 5
		58.02.919	118 D 5
		58.02.991	118 D 4
		58.02.999	118 A 3, 118 D 4
		58.03.1	410 E
		58.03.9	410 A

The Tariff Board Inquiry covering Groups A, B, C and D will take place in October and December 1965, and in respect of Group E in February 1966.

Evidence on the goods under reference must be given on oath at the public inquiry. Any requests and the case for variation in duties on any of the goods in Groups A, B, C and D should be made at the October hearings. Any requests and the case for variation in duties on any of the goods in Group E should be made at the first of the two hearings in February 1966.

The December hearings are intended primarily for evidence in reply to that submitted at the October hearings. Similarly, the second hearing in February for Group E is intended primarily for evidence in reply to the first hearing in February.

United Kingdom interested parties who intend submitting evidence to the Tariff Board will be required to complete a questionnaire for use by the Tariff Board. Copies of the questionnaire can be obtained either direct from the Secretary, Tariff Board, Kings Avenue, Canberra, ACT, Australia, or for parties who intend submitting evidence through the Australian British Trade Association from the Director of the Association at Leicester Square Chambers, 42 Leicester Square, London, W.C.2.

Answers to the questionnaire should be forwarded to the Tariff Board not later than the following dates:

Groups A, B, C and D – September 13, 1965.

Group E – January 10, 1966.

Interested parties submitting general statements of evidence in addition to the questionnaires are asked, as far as possible, by the Tariff Board, to indicate whether the statements concern the inquiry as a whole, a group or a particular section of goods within a group. Statements of evidence other than questionnaires should be forwarded to the Tariff Board at least one week before the hearing at which interested parties propose to present their evidence.

Inquiries regarding this Notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1515/64.

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in 14 days
THIS IS THE GEEST LINE SERVICE EVERY WEEK
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54 Commercial Street Dundee. Tel: Dundee 22131, 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **candles, tapers, nightlights and the like.** (Tariff Item 34.06.)

This reference has been made as a result of representations by local manufacturers.

Details of the Tariff Item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	General	Preferential
34.06	Candles, tapers, nightlights and the like . . .	2½d. per lb. Primage Duty 10%	1½d. per lb. 5%

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than July 23.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 6969/65.

URUGUAY

Resumption of import registrations

HM EMBASSY at Montevideo report that following a temporary suspension of imports into Uruguay, which ended on June 15, a Uruguayan Government Decree has been issued which authorizes acceptance by the Bank of the Republic of import registrations for certain raw materials and other products certified essential for state entities and national industries. In addition the Decree divides other commodities in three lists for which import applications will be accepted until August 15 (for List 1), from August 16 until September 15 (for List 2) and from September 16 until October 15 (for List 3).

It is understood that the goods in Lists 1 to 3 are all commodities which carry either no exchange surcharge, or the minimum surcharge of 30 per cent.

The present measure will cease on October 16, but (depending on the foreign exchange situation at that date) imports may either be suspended again, or the range of commodities increased to include some of those that carry a higher surcharge.

A copy of the Spanish text of this Decree is available for inspection in Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4.

ST. CHRISTOPHER, NEVIS AND ANGUILLA

Exemptions from import duty

STATUTORY RULES and Orders 1965 Nos. 10 and 11 amends the Second Schedule (Exemptions from Import Duty) to the St. Christopher, Nevis and Anguilla Customs Tariff by the addition of the following items:

3A. Articles re-imported into the Territory on which duty has been paid on a previous importation and on which no refund of duty has been granted, and so proved to the satisfaction of the Comptroller of Customs.

37A. Uniforms and equipment imported by or for the use of the British Red Cross Society, the Saint John Ambulance Brigade, the Boy Scouts' Association, the Girl Guides Association, the Boys' Brigade, the Church Lads' Brigade, the Girls' Life Brigade, or such other similar organizations as may from time to time be approved by the Administrator in Council, on the signed declaration of the person for the time being in charge of such organization that the imported articles are for the use of such organization.

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

TRINIDAD AND TOBAGO

Customs tariff

THE BOARD OF TRADE have received a notice amending the breakdown of certain goods in the Trinidad Schedule of Import Duties List. The breakdown affects Group 312 and 313 – petroleum, crude and partly refined, and petroleum products.

No changes of duty are involved.

A copy of the amendments may be seen at Export Services Branch (Tariff Section), Board of Trade.

Import licensing

THE TRINIDAD and Tobago Government Notice to Importer No. 5 of 1965 amends the Open General Licence (see *Board of Trade Journal* of January 15, 1965, page 138) by the addition of the following items to the list of goods which require specific licences:

Item number	Item
Group 022:	
022-01.032	Milk – sweetened condensed containing not less than 8 per cent of butterfat.
022-01.042	Milk – sweetened condensed containing less than 8 per cent of butterfat.
Group 048:	Wort (malt extract) concentrate.
Group 071:	Coffee (in all forms).
Group 112	Beer 'concentrate' or 'dehydrate.'
Group 841	(i) Petticoats, panties, briefs, full slips and half slips for women and girls. (ii) Dresses for women and girls. (iii) Long pants, shorts, slacks, pushers, drainpipes, jeans and similar garments for women and girls. (iv) Blouses for women and girls. (v) Negligees, peignoirs, dusters and the like for women and girls. (vi) Skirts for women and girls. (vii) Trousers, shorts, dungarees and the like, separately consigned, for men and boys. (viii) Outer garments for children including two-piece shirt and pants' sets. (ix) Swim-suits of all kinds, and (x) Pyjamas of all kinds for men and boys and women and girls.
Group 899	Candles made of wax.

Inquiries about the above Notices should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

BARBADOS

Import licensing arrangements

THE FOLLOWING ITEM has been added to the List of goods which require specific licences when imported into Barbados (see *Board of Trade Journal* of May 5, 1960, page 1125):

Milk: Condensed, Evaporated or Dry.

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

Exports to Mexico of British machine tools, which averaged £166,000 a quarter in 1964, rose to £484,000 in the first quarter of 1965. The firm, Gimbel, S.A., who represent Alfred Herbert and a number of other United Kingdom firms, opened an important private exhibition of British machine tools on March 15. The photograph shows Sir Nicolas Cheetham, the British Ambassador; and the machine tools director of Gimbels, Mr. James Nixon (in white), at the opening.

JAMAICA

Consumption Duty Act

THE BOARD OF TRADE has received details of a 2½ per cent consumption duty recently introduced in Jamaica. The duty is levied on the items listed below (both imported and manufactured locally). The list of items and the rate of duty may be varied from time to time by Order.

Item No.	Class or Description of Goods
029-09.1 029-09.2	Dairy products: (Tonic foods). (excluding chocolate confectionery and biscuits).
071-02 071-03	Coffee (roasted and in soluble form).
072-02	Chocolate preparations and chocolate based beverages.
073-01	
533-01.1 533-01.2 533-01.9 533-03.1 533-03.2 533-03.3	Colouring materials: Paints, emulsions, enamels, distempers. Varnishes (but not artists' colours).
541-01 541-04.9 541-09.1 541-09.9	Pharmaceutical products: (Except sera, vaccines, penicillin, quinines, opium, alkaloids, and '606' Savarsan).
552-01.4 552-01.5	Cosmetics: (Including shampoos and shaving creams).
552.01.6	Dentifrices.
552-02.1 552-02.2 552-02.3 552-02.4 552-02.5	Soaps and cleansing preparations: (Including detergents).
642-09.1 642-09.2	Sanitary pads (paper) and toilet paper.
	The following fabrics (items 652-02 to 653-07) of a value of or exceeding 3s. per linear yard, and for this purpose 'value' means: (a) If the goods are imported into Jamaica, the value of the goods as determined under the Customs Law; (b) if the goods are manufactured in Jamaica, the price which, in the opinion of the Collector General, the goods would fetch on a sale made at the time when the duty in respect of the goods becomes due by a person selling on the open market in Jamaica, if the sales were made in the circumstances specified in the Schedule to the Act.
652-02.12 652-02.13 652-02.14 652-02.19 652-02.21 652-02.22 652-02.29 652-02.31 652-02.32 652-02.33 652-02.39 652-02.4 652-02.8	Cotton fabrics, including drills, poplins, sheetings, chambray, denims, ticking (whether bleached, mercerized, printed – but *not* including greige and fents).
	Other fabrics (excluding greige fabrics and fents):
653-01	Silk fabrics.
653-02	Woollen and worsted fabrics.
653-03	Linen fabrics.
653-04	Jute fabrics.
653-05.1	Nylon piece-goods.
653-05.21	Rayon piece-goods.
653-05.3	Synthetic fabrics and spun glass.
653-06	Fabrics of textile fibres mixed with metal.
653-07	Knitted fabrics of all textile fabrics.
655-09.92	Sanitary pads (cotton).
673-01	Jewellery.
699-29.9	Metal awnings.
821-02.1 821-02.2 821-02.3 821-02.9	Metal furniture and fixtures (including metal office cabinets).
	Mattresses
821-09.1 821-09.91	(i) Of rubber. (ii) Inner spring.
821-09.99	Upholstered furniture.
841-01.1 841-01.9	Socks and stockings.

It is understood that, in respect of imported goods, the duty will be collected at the time of importation. The value of the goods on which the tax is payable is the aggregate of: (i) the value of the goods as determined under customs law, (ii) the amount of any customs duty payable, (iii) the amount of any tonnage tax. Control is to be exercised up to the point of retail sale, where the amount of consumption duty payable will be shown on customer's bills

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

UNITED STATES

Tennessee Valley Authority tendering

THE British Consulate-General in Atlanta, Georgia, United States, have sent the attached memorandum about the Tennessee Valley Authority, setting out the present situation and the procedure which United Kingdom firms should follow if they wish to tender. The Consulate-General say that the range of British products which the Authority purchases at present is narrow – no reason is seen why the range should not be broadened.

The Tennessee Valley Authority, in its third of a century of existence, has harnessed the Tennessee River for power production and at the same time tamed a wild and frequently destructive river through its programme of flood control. It is perhaps not so well known that TVA has also built a large number of steam plants for power production, and is still building steam plants. In fact, in 1964 while 19,000 million KWH was generated from water-power 54,000 KWH was generated from coal.

Value and Nature of Purchases

The total value of TVA purchases up to June 30 1964 was $3,700,000,000 (approximately £1,320,000,000); the value of purchases during the fiscal year 1964 was $359,000,000 (approximately £128,000,000). The following is an extract from the most recent brochure of the Division of Purchasing of TVA:

> In the early years, and again in the last few years, major purchases were for construction of dams and locks. Beginning in 1950, however, purchases for construction of steam-electric generating plants largely replaced purchases for dam construction. The dams required great amounts of cement, aggregate, reinforcing steel, lumber, hydraulic turbines and generators, transformers and switchgear. In addition to all these (except hydraulic turbines and generators), steam plant construction required such major items as turbogenerators, boilers, piping systems, structural steel, fans, pumps, chimneys, and ash and coal handling equipment. As new steam units went into service, purchases of coal to be burned in them increased rapidly.
>
> In addition to purchases for major construction, transmission line and substation construction and the fertilizer programme required a large number of purchases throughout the 31-year period. Major items were transformers, circuit breakers, switchgear, steel transmission line towers, conductor, wood poles, carbon electrodes, phosphate rock, and paper bags. Other significant purchases were cranes, automobiles, trucks, construction equipment, gasoline, and oil.
>
> During 1963, construction began on extra-high-voltage (500,000-volt) transmission lines. They will be used to supply rapidly growing loads on the TVA system and for large-scale power exchanges with systems to the south and west. Almost everything about building a 500-kv line is different from building the 161-kv lines. These EHV lines can carry up to 14 times as much power as a 161-kv line, the highest voltage now in use on the TVA system.

The categories of products purchased by TVA are set out in more detail in the terms of reference of three sections of the General Procurement Branch of the Division of Purchasing:

Electrical Section

> Electrical and electronic equipment, supplies, and repair parts; communications equipment and supplies; carbon electrodes for electric furnaces; wire and cable; ground wire; structural steel transmission line and substation structures; wood poles and crossarms; insulators; office machines and repair parts; and medical, laboratory, and photographic equipment and supplies.

Mechanical Section

> Mechanical equipment and repair parts, turbogenerators, steam generating units, heat exchangers, hydraulic turbines; automobiles, trucks, tyres and tubes; mechanical rubber goods; fire brick; cranes, railway rolling stock, boats; construction plant equipment; machine tools; fire protection equipment; welding equipment and supplies; chemicals; bags; office furniture and supplies; janitorial supplies; books and periodicals; piping systems, erection of boilers and turbogenerators; automotive services, truck rental, excavating, and bridge raising.

Structural Section

> Building supplies, pipe and fittings, paint, lumber and millwork, sand, gravel, cement, raw materials, reinforcing steel, castings, wire rope, hardware hand tools; all fabricated and unfabricated structural steel except transmission towers and substation structures; gasoline, fuel oil, lubricants, oxygen and acetylene; nursery products; installation of bridges, piping, insulation, building siding, masonry, flooring, roofing, and flashing; and services such as laundry, linen, and window cleaning.

Of the total expenditure so far, $55,000,000 has been disbursed in foreign countries.

> 'Major purchases from abroad are steam turbine generators, power transformers, hydraulic turbine generators, power circuit breakers, transmission line tower steel, insulators, and instrument transformers.'

There seems to be no reason, other than such difficulties as may arise in any export correspondence, why the volume of British sales

to TVA should not be increased.

Purchases the cost of which does not exceed $500 may be made in the open market. Otherwise invitations to bid (calls for tender) are published and sent to potential suppliers. These may be 'open,' and such are available for public inspection; or they are sent out only to approved firms on the Authority's mailing-list. Approval is of course in respect of the technical capability of potential suppliers.

Because of the requirement that TVA Purchasing Division should in the case of a large proportion of invitations to bid deal only with firms approved for inclusion on mailing-lists and because of the difficulties inherent in providing all potentially interested British firms within the time limits with the forms in triplicate of which two copies, on return, constitute the tender, it is not possible for the Government service to be an effective informant of potential UK suppliers of TVA.

Procedure for UK Firms

British firms interested in the possibilities of supplying TVA should first of all demonstrate their capacity and capability to TVA by sending technical and illustrated literature together with other appropriate statements to: Mr. R. L. Forshay, Assistant Director, Division of Purchasing, Tennessee Valley Authority, 112 Lupton Building, 1 East 11th Street, Chattanooga, Tennessee, USA, with a view to being put on appropriate mailing lists. It should be borne in mind that the procedure of examination for technical capability may further necessitate a visit by inspectors of TVA to the UK firm's plant; it has been gathered that arrangements for such visits will be readily made by TVA whenever appropriate inspectors are in the United Kingdom or in Europe.

Points on Invitations to Bid

The final date for delivering tenders may be short in cases where the need of the purchaser is urgent or where there is reason to believe that internal suppliers can tender and supply with rapidity 'off the shelf.' The date by which delivery is required is in any case normally stated. Invitations to bid are sent abroad by air-mail, if not to foreign firms' representatives in the USA.

TVA being a US Government agency, the Buy American Act is applied to its purchases, that is to say, a 6 per cent margin of price preference is operated in favour of US tenderers, and a 12 per cent preference in cases where US tenderers are located in a depressed area. (The Purchasing Division has stated that the effect of the 12 per cent preference is not considerable).

It is also to be noted that the point of delivery of goods to be purchased is specified in the invitation to bid; successful firms are responsible for costs of carriage, including internal freight to that point, and successful firms abroad are responsible for the payment of US customs duties, a matter which can be taken care of by enlisting the services of forwarding and customs agents in the port of arrival.

The Tariff Section of Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, can advise on the level of US customs duties.

In the case of supply of major engineering and electrical-engineering products, TVA requires that foreign suppliers should be effectively represented in the USA against the possibility of recourse under warranty, including any question of repairs during a guarantee period.

Textile Fibre Products Identification Act

THE PRESIDENT of the United States recently approved an amendment to the United States Textile Fibre Products Identification Act to permit the listing on labels of certain fibres constituting less than 5 per cent of a textile fibre product. This has been published as Public Law 89-35.

Any inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456).

FRANCE

Duty quotas

THE FRENCH *Journal Officiel* of June 24 announced the amount of the duty-free quotas for certain hot-rolled or extruded wire rod (Tariff heading 73-15 A IV b 1) for the period July 1 to December 31, 1965.

Wire rod having a diameter of 4.5 mm. to 6 mm. and a carbon content of 0.62 per cent to 0.74 per cent may be imported up to a level of 3,000 metric tons; and wire rod of a diameter of 4.5 mm. to 13 mm. and containing 0.60 per cent to 1.05 per cent of carbon, 0.05 per cent or less of sulphur or phosphorus (taken together), 0.10 per cent to 0.25 per cent of silicon and 0.1 per cent of all other components (taken together) except manganese may be imported

(*Continued on next page*)

Advertisement of Company Meeting

ULTRAMAR COMPANY LIMITED

LORD TANGLEY'S REVIEW

THE 29th annual general meeting of Ultramar Company Limited was held on July 1 in London. The Rt. Hon. Lord Tangley, K.B.E., LL.D. (the Chairman) presided and, in the course of his speech, said:

The refining and marketing companies in Eastern Canada, the United States and the Caribbean all increased their refinery runs and their volume of refined products sales in 1964. Sales of refined products averaged over 47,000 barrels per day for the first half of 1965 compared with 42,000 barrels per day for 1964.

The Group's average crude oil production for 1964 was 14,900 barrels per day compared with 14,200 barrels per day in 1963. There is a gratifying increase in production in the first half of 1965 to about 18,000 barrels per day. This is due to the development drilling programme in the Oritupano Fields in Venezuela.

Our producing company in Western Canada is undertaking an exploration and development programme during the second half of 1965. We shall also be drilling a number of relatively shallow exploration wells in Newfoundland.

The Group continued to make good progress in its operations during 1964 and that progress continues in 1965. Financial results improved in 1964 and, despite continuing pressure on products prices, I expect to see a further gain for the year 1965. It is gratifying to see the improving results during the time the operating companies have built themselves into an integrated Group. Cash flow from operations for 1964 was £1,739,000, an improvement of £418,000 over 1963, of £736,000 over 1962, and of £1,081,000 over 1961.

I am sorry to have to tell you that despite the hundreds of amendments to the Finance Bill during the Committee stage the tax position as to our proposed distribution to stockholders is still not quite clear.

I am glad to say that the Government, in the Committee stage, has accepted an amendment the effect of which is that there would be no tax liability in the event the capital dividend is declared in General Meeting in accordance with a recommendation of the directors and the directors' decision to make that recommendation was, with the authority of the directors, publicly announced before 27th April 1965.

It remains to be seen whether we qualify for this relief.

I have to ask you therefore to be patient for a little longer. I hope that the position will be clarified during the Report stage which will enable us to proceed with the distribution. At best the Capital Surplus Distribution could be 9d. per stock unit, at worst it would not be less than 6d.

The report and accounts were adopted.

FRANCE, *continued*

up to a limit of 1,200 metric tons. The quota for used rails (Tariff heading 73-16 A II b) has been fixed at 13,000 metric tons.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Import of frozen beef at reduced rate of duty

THE FRENCH *Journal Officiel* of June 24 announced that between July 1 and September 30 the importation of frozen meat of animals of the bovine species (tariff No. Ex 02-01 AIIa) intended for manufacture, at a reduced rate of duty, is subject to certain conditions laid down in Article 4 of an arrêté of June 28, 1963, being fulfilled. All parties involved in the transaction must comply with these regulations.

The manufacture of the meat must take place within six months from the date of registration of the customs declaration.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Modifications to French Customs Tariff

THE FRENCH *Journal Officiel* of June 24 announced the following amendments to the French Customs Tariff:

Tariff No.	Description	Rate of Duty per cent
02-01	Meat and edible offals of animals falling within No. 01-01 to 01-04, fresh chilled or frozen:	
A	Meat:	
II	Of animals of the bovine species:	
(a)	Of domestic animals	20 (2)

(2) This duty is reduced to 10 per cent until September 30 for frozen meat intended for manufacture under Customs control, in conditions laid down by the Ministre des finances et des affaires economiques.

The following amendments to the Customs Tariff of Guadeloupe, Guiana and Martinique were also amended:

Guadeloupe

Tariff No.	Description	Rate of Duty per cent
Ex 02-01	Meat and edible offals of animals falling within Nos. 01-01-01-04, fresh, chilled or frozen:	
Ex A	Meat:	
II	Of animals of the bovine species:	
(a)	Of domestic animals:	
(2)	Frozen	20 (7)

(7) This rate is reduced to 10 per cent until September 30 for frozen meat intended for manufacture under customs control, in conditions laid down by the Ministre des finances et des Affaires Economiques.

Guiana

Tariff No.	Description	Rate of Duty per cent
Ex 02-01	Meat and edible offals of animals falling within Nos. 01-01 to 01-04, fresh, chilled or frozen:	
Ex A	Meat:	
Ex II	Of animals of the bovine species:	
(a)	Of domestic animals:	
(2)	Frozen	20 (4)

(4) This rate is reduced to 10 per cent until September 30 for frozen meat intended for manufacture under customs control, in conditions laid down by the Ministre des finances et des affaires economiques.

Martinique

Tariff No.	Description	Rate of Duty per cent
Ex 02-01	Meat and edible offals of animals falling within Nos. 01-01 to 01-04, fresh, chilled or frozen:	
Ex A	Meat:	
Ex II	Of animals of the bovine species:	
(a)	Of domestic animals:	
(2)	Frozen	20 (5)

(5) This rate is reduced to 10 per cent until September 30 for frozen meat, intended for manufacture under customs control, in conditions laid down by the Ministre des finances et des affaires economiques.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Duty quotas

THE FRENCH *Journal Officiel* of June 23 announced the amount of the duty-free quota for benzene for use other than as a carburant or fuel (Tariff No. 29-01 DI b 1).

During the half-year July 1 to December 31, 1965, inclusive, the quota has been fixed at 50,000 metric tons net.

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

EUROPEAN ECONOMIC COMMUNITY

Tariffs in the EEC

THE *Journal Officiel des Communautes Europeennes* of June 23, 1965 contains the texts of two Decisions taken by the Council of the European Economic Community to reduce temporarily the Common Tariff applicable to the following products:

Tariff Heading	Description of Goods	Common Tariff
14.02 B I	Vegetable hair	Total suspension until December 31, 1965.
ex 29.27	Acrylonitrile	7% Until December 31, 1965
ex 38.19 Q	Briquetees based on silicon carbide . . .	12% Until December 31, 1965
45.01	Natural cork unworked and waste cork; cork crushed, granulated or pulverized: (A) Natural cork unworked in slabs, or parts of slabs, of a thickness of more than 30 mm.	4% Until December 31, 1965
	(B) Other	4% Until December 31, 1965
ex 48.01 E II	Japanese paper (special long fibre paper) destined for the manufacture of artificial gut . . .	Total suspension until December 31, 1965

FEDERAL REPUBLIC OF GERMANY

Amendment to regulations affecting sole agents

THE BUNDESZOLLBLATT No. 23 of May 8 1965 contained an Order by the Federal Ministry of May 3 1965 amending the regulations on the increase in value on the importation of goods into West Germany by Sole Agents.

These amendments have been made to speed up and simplify the clearance of goods by sole agents trading on their own account and with no relationship other than the sole agency with the foreign seller.

A fixed rate of 4 per cent is added to the value for duty purposes with the agreement of the agent, if it is established that the sole agent provides services for publicity, guarantees, service to customers etc on behalf of the foreign seller and that the estimated value of goods obtained or being obtained from the seller does not exceed 500,000 DM per year. This fixed rate may also apply in certain cases where the value exceeds 500,000 DM.

An unofficial translation of the amended regulations can be obtained on request from the Board of Trade, Export Services Branch, Tariff Section Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

SPAIN

Home Tax Compensation Levy

IN THE *Board of Trade Journal* of December 11, 1964, it was announced that the Spanish fiscal tax (derecho fiscal) had been replaced by a 'Home Tax Compensation Levy' (impuesto de compensacion de gravamenes interiores).

In the *State Gazette* of June 14, 1965, Decree No. 1532/1965 extends up to August 14, 1965, the suspension of this 8 per cent levy on imports of zinc ore (Tariff heading 26.01-F), which is not subject to Customs Duty.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

Customs duties

IN THE *State Gazette* of June 4 the Spanish authorities announced the following regulations regarding import duties:

(1) Tariff heading 28.08-A. *Sulphuric acid.*
Import duties on this item were totally suspended from May 28, 1964: now, as from the same date, it is subject to a Transitory Duty of 1 per cent.

(2) Tariff heading 29.09-A: *Ethylene Oxide.*
Imports with a 'contingency' limit of 750 tons will be free of import duties for a period of one year, as from June 4, 1965.

(3) Tariff heading 73.13-B-1-a: *Sheets and plates of Iron or Steel.*
Import duties previously suspended until June 4 within a 'contingency' limit of 40,000 tons, now suspended until September 4 within a 'contingency' limit of 60,000 tons. This suspension applies only to sheets and plates of a thickness of not more than 8 millimetres.

(4) Tariff headings 26-01-E and Chapter 78: *Lead ore, lead metal and its products.*
Import duties previously suspended until June 7 now suspended until September 7.

(5) Tariff headings 73.06; 73.07-B-2-a; 73.07-B-4-a: *Puddled Bars, Blooms, Slabs.*
Import duties on Blooms of more than 500 Kilogrammes and Slabs of more than one ton, of a width of more than 120 mm., previously suspended until June 2, now suspended until September 2.

Inquiries about this Notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

GREECE

Amendment of import regulations

HM EMBASSY in Athens report that the following amendments have been made to Greek import regulations:

(i) Regardless of their tariff classification, import approvals for accessories and spare parts of agricultural machinery and tractors listed under import list P.6, are granted under the same terms and procedures as provided for commodities listed under import list P.6.

(ii) Until December 31 1965, import approvals for the following item will be granted under the conditions and procedures which exist for commodities under import list P.6:

Tariff Heading	Description
73-10 A 1 ex a	Circular section iron bars, of 5-35 mm. diameter and up to 5·20 m. length, excluding concrete reinforced bars.

(iii) With effect from May 1 1965, cash deposits, payable at the time of the import approval, for the following items listed under import list F100/2, and referred to in paragraph 2 of Protocol 13, of the Association Agreement of Greece with the European Economic Community, are reduced by 10 per cent in addition to the reduction granted under FTB Decision No. 22000/29.4 1964 (paragraph IIIb):

Tariff Heading	Description
02-06 ex A	Ham, salted in brine, dried or smoked.
16-02 ex B	Ham, prepared or preserved.
ex 04.04	European-type cheese.

(iv) The following items have been relisted:

Tariff Heading	Description	New List
73-29 ex c	Transmission chains	P.6
26.01 B ex 3	Iron ores	P.6
39-01-E3 ex c	Regenerated cellulose in rolls imported by manufacturers for their own use as a raw material	P.3
90-17 B	Complete dental equipment on its base (stationary or mobile units), dental drills, brushes, etc.	F
04-05 A	Eggs in shells	A

The text of the Greek Foreign Trade Board decision may be seen at Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

MOROCCO

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of June 2 published details of further modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates, which came into effect as from June 7, are as follows:

(*Continued on next page*)

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MOROCCO, *continued*

Tariff No.	Description	Tariff	
		General	Working
48-21	Other articles of paper pulp, paper, paperboard or cellulose wadding:		
	(A) No change.		
	(B) No change.		
	(C) (New sub-division). Paper in strips, whether or not reinforced inwardly with inconspicuous, thin metallic sheets, lined on one face, backed with narrow strips of perforated cardboard for use in feeding operations, and for use in the production of perforated cards for Jacquard attachments and the like	30	10
	(D) Other	80	45
87-02	Motor vehicles for the transport of persons, goods or materials:		
	(A) (1 and 2). No change.		
	(B) Motor cars (saloon cars, hackney carriages and sports cars), with spark-ignition or compression-ignition engines of a cylinder capacity of:		
	(1) Less than 3,000 c.c.	60	25
	(2) From 3,000 c.c. to 3,500 c.c. inclusive	60	45
	(3) From 3,500c.c. exclusive to 4,500c.c. inclusive	80	50
	(4) More than 4,500 c.c.	80	60
	(C) (1 and 2) No change.		
	(D) (1 and 2) No change.		
	(E) (1 and 2) No change.		
	(F) (1 and 2) No change.		

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

CONGO REPUBLIC

Global quotas 1965/66

IT HAS BEEN announced in Brazzaville, Congo Republic, that the following quotas have been opened for the import of goods for the period June 1, 1965, to May 31, 1966:

Quota No.	Description	Quota values in French francs
1	Wines	800,000
2	Food products	6,442,000
3	Iron, steel and manufactures, excluding household goods; non-ferrous metals	1,133,000
4	Printed cotton textiles; printed synthetic textiles	1,450,000
5	Refrigeration, heating and air-conditioning equipment; domestic sewing machines; office machinery; domestic electrical appliances; domestic radios, clocks, etc.; musical instruments, recording and reproducing equipment; arms and munitions other than those destined for armed forces	1,600,000
6	Motor-cycles, scooters, etc.	330,000
7	Other products not specifically mentioned above	18,181,000

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

UGANDA

Import licensing regulations

THE EXTERNAL TRADE (Import Restricted Goods) (Amendment) Order, 1965, published in the Uganda *Gazette*, amends, with effect from May 28, 1965, the list of items, including those of United Kingdom origin for which specific import licences are required, to read as follows:

> Groundnuts; bicycle tyres and bicycle tubes of the size 28 inches by 1½ inches; hoes (Jembes); fish-nets; vitreous enamel hollow-ware (e.g. basins, bowls, plates, mugs, cups and saucers, kettles, tea and coffee pots, cooking pots, sinks and domestic utensils made from ferrous or non-ferrous metal and having one or more coats of vitreous enamel on the whole or majority of the article); ale, beer and stout, cement.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

HM CONSULATE-GENERAL in Lourenco Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by July 17.

District of Gaza
Manibai Manekbai and Wagji Morargi.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1, Victoria Street, London, S.W.1. (Telephone Abbey 7877, Ext. 2340).

CEYLON

Import control

THE BOARD OF TRADE have received a copy of Import Control Notice No. 11/65 issued by the Ceylon Controller of Imports and Exports which states that an individual import licence issued by the Controller of Imports and Exports is necessary for the import of goods of any description (including free gifts) by any person or institution except in the following cases:

(i) Free gifts in favour of Individuals and Institutions not exceeding Rs. 50 in value per person/institution *per year.*

(ii) Books, pamphlets, newspapers and periodicals for personal use where the c.i.f. value does not exceed Rs. 50 per person or institution *per year.*

(iii) Bonafide trade samples of advertising matter of goods described in general quota items in Import Control Notices 48/63 (Licence Schedule No. 2), 16/64, 17/64, 22/64, 4/65, 5/65 and any other general quota item which may be published in the Import Control Notices in the future, provided that the goods are supplied free of charge and the value of any single consignment does not exceed Rs. 250. This limit will *not* apply to bonafide trade samples of drugs approved by any of the Formulary Committees and published in Import Control Notices.

(iv) Goods supplied free of charge in replacement of goods which had been imported and found to be defective or otherwise unfit for use *at the time of Customs clearance.*

(v) Goods re-imported against endorsement on Export Licences.

2. Any article (including gifts) imported outside the above exceptions without a valid licence will be subject to confiscation.

3. Applications by Individuals or Institutions for the import of bonafide *free* gifts up to the value of Rs. 250 per person or institution *per year* will be considered on the merits of each case.

INDIA

Import licensing policy April 1965—March 1966

INFORMATION ABOUT India's import licensing policy for the period April 1965-March 1966, as it affects established importers, has been received, and a notice will appear in the *Board of Trade Journal* on July 16 giving details of this policy. Meanwhile, any inquiries should be addressed to Export Services Branch, Board of Trade, Room E54, Hillgate House, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

PAKISTAN

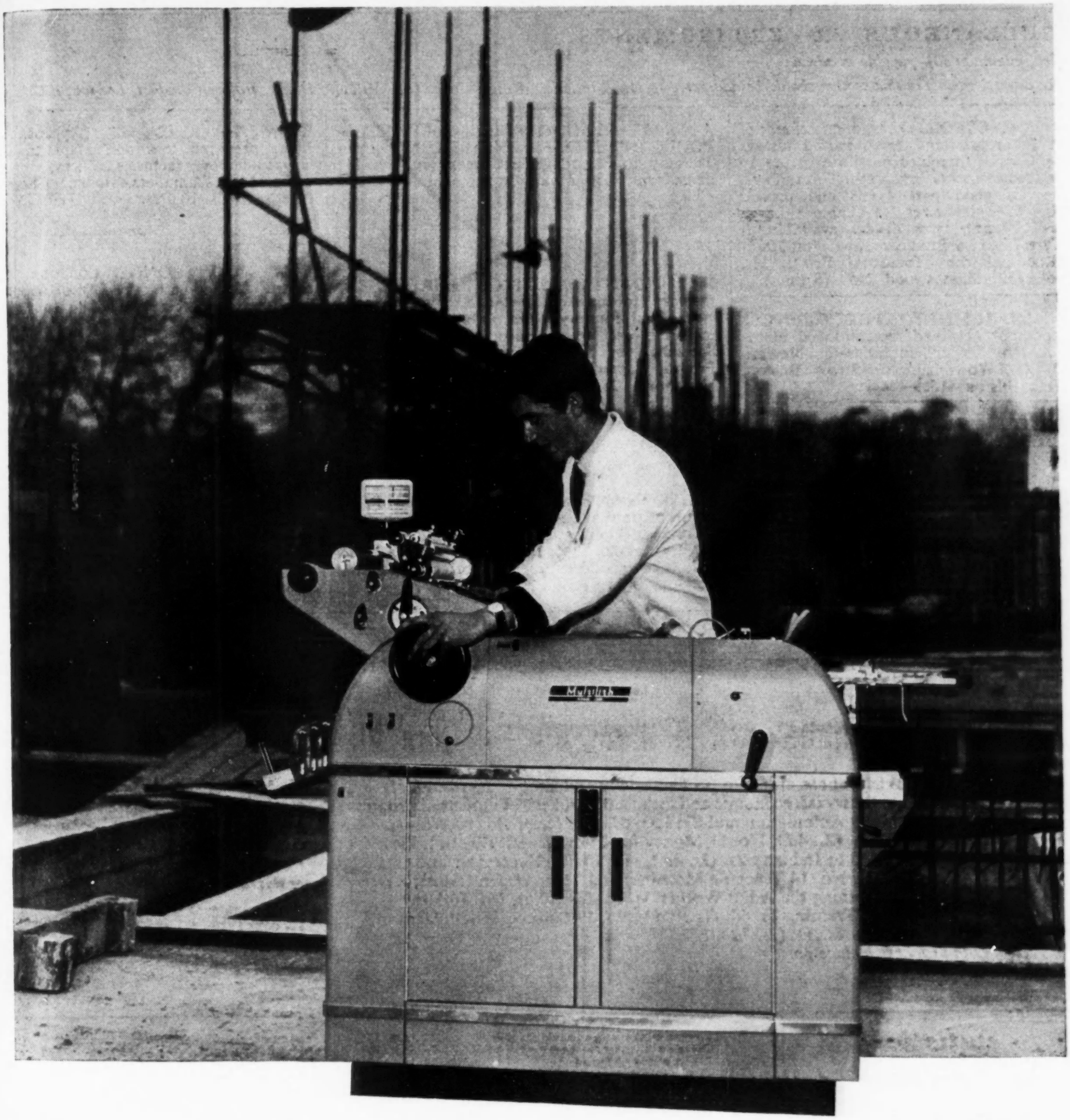
Import licensing policy 1965/66

PAKISTAN'S import policy for 1965/66 was announced in a radio broadcast on July 6. It is to be on an annual rather than a monthly basis as it has been before. Further details about the new policy will be published next week, but in the meantime any queries should be addressed to Export Services Branch, Board of Trade, Room E54, Hillgate House, Old Bailey, E.C.4. (City 5757, Ext. 468).

SURINAM

Television sets and aerials temporarily free of import duty

THE NETHERLANDS *Economische Voorlichting* No. 25 of June 23, 1965, states that according to a report received by them, television sets and aerials therefor, classified under tariff heading 85.12, may be imported into Surinam free of import duty for the period from June 1, 1965, to November 30, 1965.



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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Balance of payments (Q)	2 July 1965
Business names registered (A)	12 Feb. 1965
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By industry – provisional (Q)	11 June 1965
– final (Q)	This week
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Expected capital expenditure (6-M)	22 Jan. 1965
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Chemical industries production (6-M)	21 May 1965
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Income and finance (Q)	14 May 1965
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British film fund agency returns (M)	2 July 1965
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Provisional figures (Q)	28 May 1965
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N. Ireland index (M)	25 June 1965
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Transactions (Q)	2 July 1965
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Board of Trade Departments, etc.

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Board of Trade Addresses	26 Mar. 1965
Board of Trade Regional Organization	11 June 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	30 April 1965
British Commercial Representatives Overseas	21 May 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	14 May 1965
Official Receivers' Offices	29 Jan. 1965
United States Consular Offices in the UK	14 Aug. 1964

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